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The CHEMIST AND DRUGGIST

Established 1859 28 Essex Street, Strand, London, W.C.2 *Registered as a Newspaper*

No. 2912
VOL. CXXIII

NOVEMBER 30, 1935

Annual Subscription (with Diary) 20/-. *Single Copies* 9*d*.

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THE NEW BOB MARTIN PACKS—

AWARDED SECOND PRIZE IN THE FIRST ANNUAL BRITISH PACKAGING CONTEST!

"Undoubtedly the finest repackaging scheme of recent years", said the trade, when we brought out the new range of Bob Martin Packages. "Agreed", said the public; "both practical and pleasant to look at". And now, to confirm their opinions, comes the news that the redesigned Bob Martin Packs have been awarded Second Prize (Carton group) in the First Annual British Packaging Contest — the only pharmaceutical entry to win an award in this group. ● Entries for this contest were received from practically all trades — grocery, tobacco, ironmongery, confectionery and many others. The fact that the Bob Martin Packs succeeded in the face of such fierce competition proves that they are ideally suited to the needs of present-day display, while their character, simplicity and attention-value form an important factor in promoting sales and building goodwill. Bob Martin Packs are part of the Bob Martin policy to bring you business.

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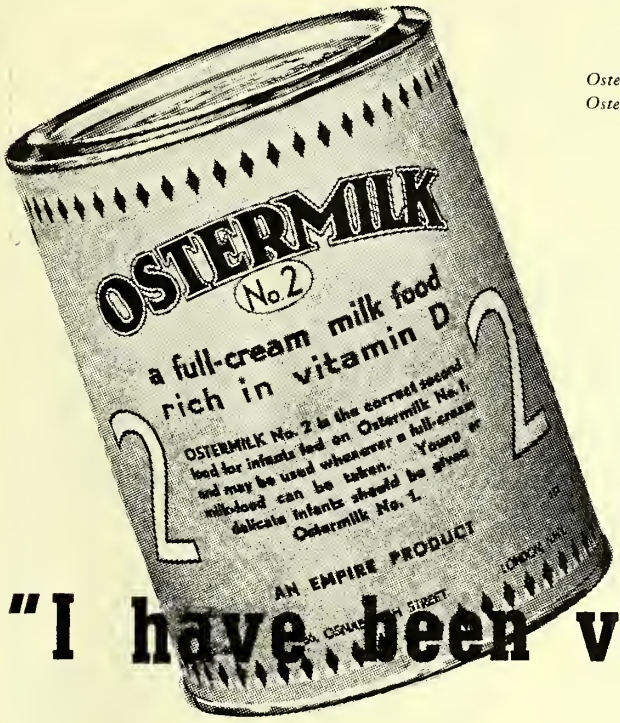

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Ostermilk No. 2 for older babies.

"I have been very thankful to my chemist, and I shall be eternally grateful to Ostermilk"

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2/-
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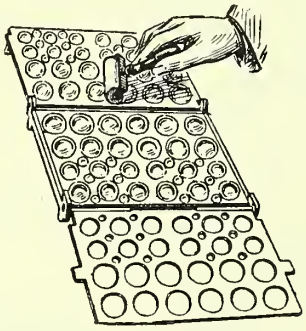

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12. Enhances the prestige of your business.

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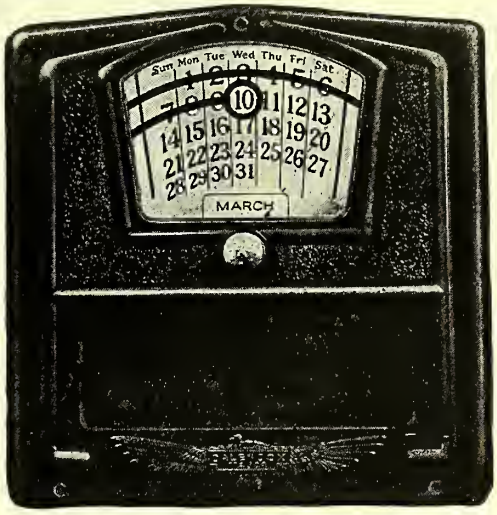

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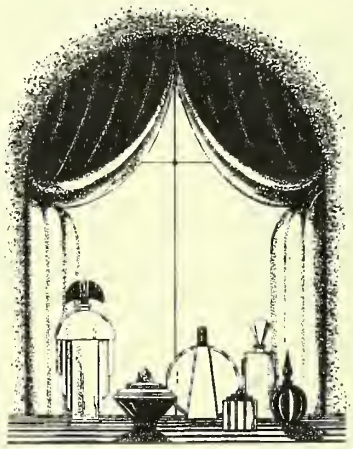

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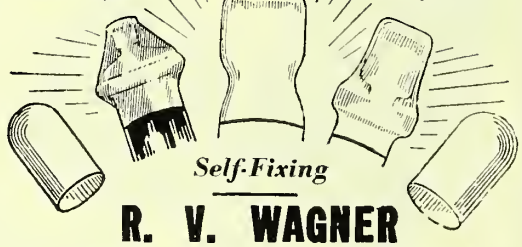

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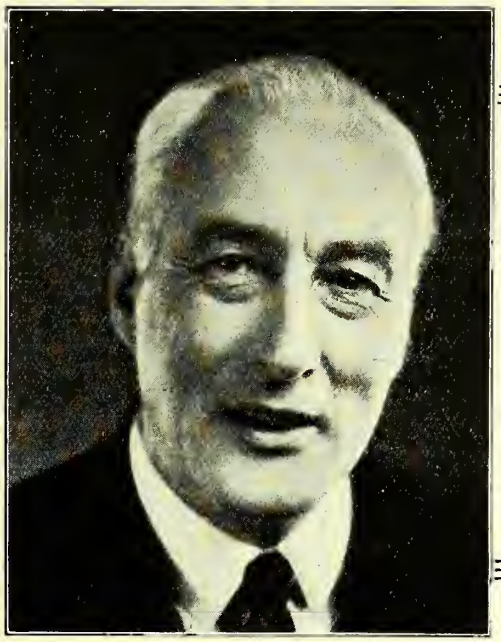

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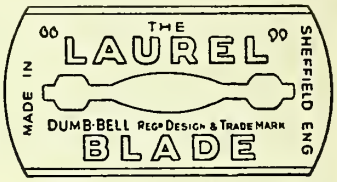

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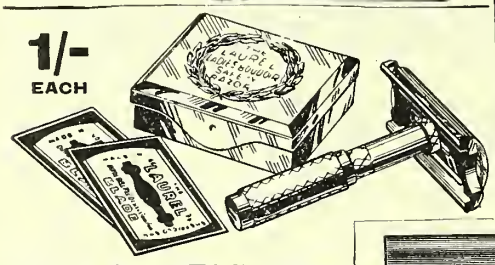

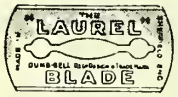

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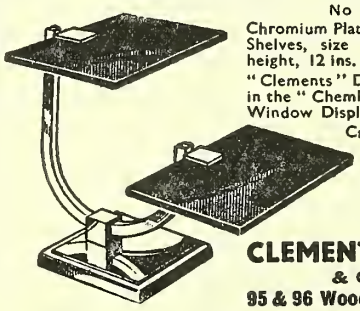

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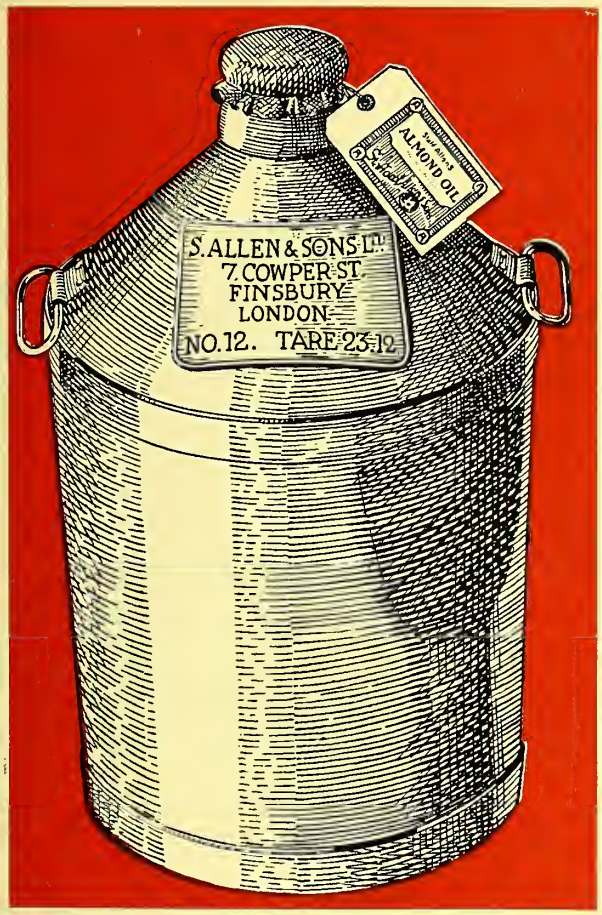

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ALMOND OIL

Sweet true

Expressed in England

Cold pressed from the finest selected almonds. Of refined consistency and incomparable blandness, with an acid value well below the B.P. requirement, it confers distinction and elegance upon the products in which it is used.

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COWPER STREET, LONDON, E.C.2

All-the-year-round lines made by Parkinsons

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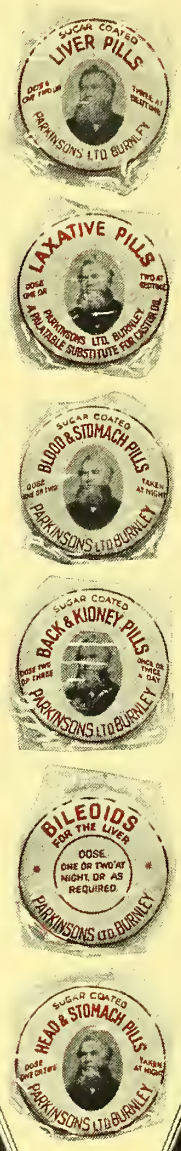

KILKOF (tackle that tickle) For coughs, colds, bronchitis, sore throat, etc. Retails at 1/3 & 3/-. Showing a profit of 33⅓% on cost.

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Everybody's first remedy for Catarrh

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CATARRH PASTILLES

Continuous Advertising ensures certain sales

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1s. 3d.

11/- dozen
in boxes of ½ dozen

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Bottles

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Let us solve your glass packaging problems

We make every type of container

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BECAUSE The increasing stress of modern life makes Juvigold a real necessity in hundreds of thousands of cases. Run down and debilitated people throughout the country are finding renewed energy with Juvigold.

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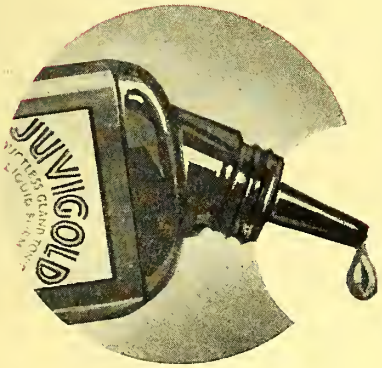
BECAUSE The new patent drop bottle fills a long-felt want, and for customers who prefer a less troublesome method there are Juvigold tablets. Juvigold is not another 'sixpenny' line, but sells at 3/-, 5/-, 12/-, 27/-, 45/- and 108/- (P.A.T.A.), and profits are in proportion.



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The Sign of the Times

Compelling and dignified, this Electric Sign is the sure way to increase your Rendell sales. No chemist can afford to neglect this important part of his business, because Rendell customers are regular purchasers of all other pharmaceutical requirements.

The Sign can be fitted at your Pharmacy free of charge, and without any exacting conditions.

Do not miss this opportunity to display Rendell's and link up with our National Advertising Campaign.

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INDISPENSABLE

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ALL progressive chemists depend upon the U.G.B. washed and sterilized Bottle service, selecting as desired the Cork Mouth Service, or complete with either metal or Moulded **"KORKALITE"** Screw Caps. The unique U.G.B. process passes every single bottle through boiling distilled water and dries in super heated filtered air.

Dispensers everywhere have proved this an indispensable, labour-saving and economical proposition.

IMPROVED SERVICE

All screw caps are now fitted with RESISTOL Faced liners

WASHED AND STERILIZED

Packed in Sealed Non-Returnable Standardized Fibre Cartons in the Following Quantities Only.

1 oz.	Packed	2 gross	per case
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3 oz.	,,	1 ,,	,,
4 oz.	,,	1 ,,	,,
6 oz.	,,	6 dozen	per case
8 oz.	,,	6 ,,	,,
10 oz.	,,	4 ,,	,,
12 oz.	,,	4 ,,	,,
16 oz.	,,	4 ,,	,,
20 oz.	,,	3 ,,	,,

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THE STANDARD MEDICAL BOTTLE for DISPENSING

UNITED GLASS BOTTLE MANUFACTURERS · LIMITED

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AN IMPORTANT SELLING LINE FOR CHEMISTS

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6D. Centurion Series

11 popular Varieties of
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4/- per doz.
12 doz. at 3/9
Display outers of 1 doz.

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★ One Doctors' Health Scale packed free, on one week's trial on the understanding that in the event of non-purchase I will return the machine to Wembley carriage paid, and forward to you the money earned during the trial period.

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Because it is different
In fact
IT IS UNIQUE!

We are exhibiting on STAND No. 66 at The Health and Beauty Exhibition

The sales of "La Toja" Shaving Cream, which contains the Curative Salts from the famous La Toja Spa in Sunny Spain, have recently gone up with a bound. The Public have found that it is quite different from other Shaving Creams. It not only gives a delightfully easy shave but it is definitely beneficial to the skin. It eradicates—or prevents—skin troubles such as Barber's Rash, Blemishes, Roughness and Soreness after shaving.

Our special introductory offer to the Public—a FREE SAMPLE of "LA TOJA" TOILET SOAP with each tube of Shaving Cream—holds good until Dec. 31st, *i.e.*, for the same period as our Special Bonus Offer to the Chemists. Advertisements in the Daily Press have already commenced and will inevitably create a great demand for "La Toja" Shaving Cream, and the distribution of the Free Samples of "La Toja" Toilet Soap will naturally increase your sales of this unique product.

Now is the time to get your stocks of "La Toja" SHAVING CREAM — remember our Special Bonus Offer is open only until the end of December. Study the details of this offer and you will realise what a splendid opportunity this is to increase your profits.

SPECIAL BONUS OFFER

(Until the end of December).

14 to each doz. Tubes ordered.

7 to each ½-doz. Tubes ordered (Minimum order 6 Tubes).

Supplied complete in Boxes of 7 or 14 with Sample Tablets of "La Toja" Toilet Soap for free distribution.

"La Toja" SHAVING CREAM sells at 1/6 per Tube.

TRADE DISCOUNT 33⅓%

La-Toja

THE NATURAL MINERAL SALTS

SHAVING CREAM

MADE IN ENGLAND

Get Your Stocks now—This is the Shaving Cream that sells

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MINIMUM RETAIL **1/6** each SELLING PRICE

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Thirteen in the Dozen

Showing you **120%** **PROFIT** on outlay

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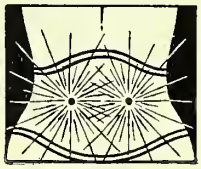

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since 1932
ORIGINATORS of
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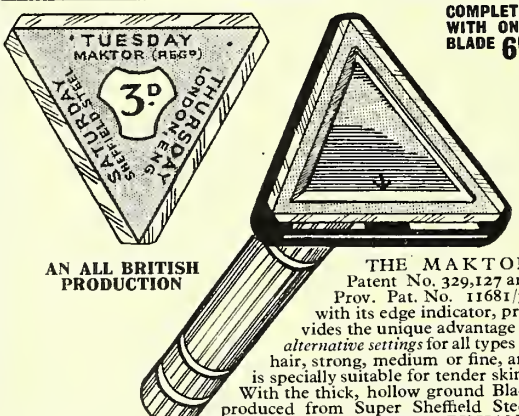
THE MAKTOR RAZOR



COMPLETE WITH ONE BLADE 6D.

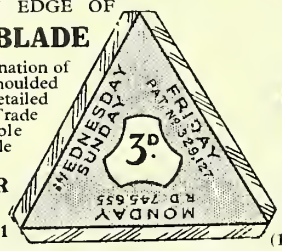
AN ALL BRITISH PRODUCTION

THE MAKTOR, Patent No. 329,127 and Prov. Pat. No. 11681/34 with its edge indicator, provides the unique advantage of *alternative settings* for all types of hair, strong, medium or fine, and is specially suitable for tender skins. With the thick, hollow ground Blade produced from Super Sheffield Steel, GROUND AND FINISHED BY HAND CONTROL, it is the most efficient shaving combination of its type yet produced.

Shavers appreciate the smooth shaving effect of the RIGID, WIDE, REVERSIBLE DAY EDGE OF

THE MAKTOR BLADE

The POPULAR Maktor combination of a heavily plated Razor with moulded bar edge Guard and Blade is retailed at the nominal price of **6d.** Trade Discount 33⅓%. Obtainable through your usual Wholesale House.



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87 Southwark St., London, S.E.1

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The most complete up-to-date facilities for the manufacture of **RUPTURE APPLIANCES** of every known **English and American** pattern are operating at
BLACK BULL WORKS,
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Hard Rubber, Celluloid, Leather and Mole
Covered and Elastic Band Trusses, under the

"MASTER" BRAND TRADE MARK

are sold in all Markets of the World.

"KO-RALLIUM." A new flexile covering for Steel Springs, is immune from Warping, Cracking, Shrinking or Peeling, Non-Inflammable, Impervious to Moisture, Neutral to URIC ACID Secretions.
Supersedes Hard Rubber or Celluloid.
Get to know of this. **It is Something Different!**

Suspensory Bandages and Jock Straps
We offer distinctive lines of outstanding value. Our weaving sheds allow of all intermediate profits being passed to our customers.
Write for sample range at Special Rate, then compare.

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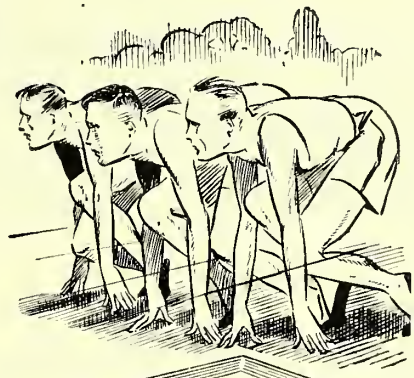

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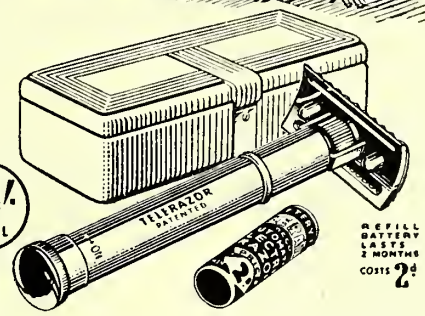

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The Automatic-Electric TELERAZOR Reg'd.

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Bought on Display Terms yield

PROFIT ON SELLING PRICE	PROFIT ON BUYING PRICE
43%	75%

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Awarded Certificate by The Institute of Hygiene for Purity—Quality—Merit

LOCARNO
MEDICATED TOILET ROLL

COSTS 33/- per gross

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SELLS AT 72/- per gross

Sales restricted to Chemists

You are sure of repeat orders by selling the "LOCARNO"

Contains 650 sheets of pure white sulphite paper

Free delivery in United Kingdom (Ireland excepted)

Packed in ½ gross cartons

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Each Roll 12 oz.

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Accoson "Easy Set" are the most scientifically accurate thermometers made. Patented over 30 years ago, they are still the finest thermometers obtainable and are chosen by all discriminating Doctors

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An invaluable protection after Sprains or Fractures

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WRIST SUPPORT

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Essential for use after the removal of splints. Popular with all sportsmen and sportswomen for its economy and reliability.

PRICE 9d. EACH.

Stocked in Natural, Flesh & Tan by all leading Wholesalers.
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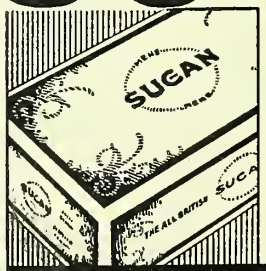

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MODERN, SOLUBLE
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Rapidly taking a leading place in the minds of modern womanhood, on account of its extreme comfort and instant disposability. Persistently advertised the whole year through.

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CLINICAL REGD.

The position of the Mercury column is at once perfectly plain. Red markings above 98.4.

ALL TYPES OF CLINICAL AND OTHER THERMOMETERS

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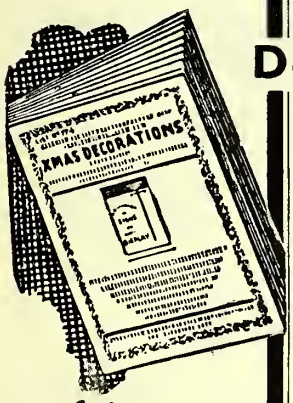

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XMAS Decoration!

Make this Xmas a bumper Year!—start planning your Displays and Decorations NOW! King's are offering, Free of Charge, a really useful Catalogue showing a complete, new and effective range of Modern Display materials.

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A complete range of striking materials

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Flexoplast Regd.

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PLASTER DRESSING always REPEATS !

Flexoplast on your counter makes extra sales and profits. Its obvious value in the home, with motorists and sportsmen, is quickly recognised.

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It looks better —It keeps safer in a BETTS' COLLAPSIBLE TUBE

- They keep your product in perfect condition.
- Their quality and finish is unsurpassed in the trade.
- All British made.
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Established 1857 *Telephone: Clerkenwell* 1918

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2 LINES which make an instant appeal as Xmas GIFTS!

10/6 *retail*

Bruscomb. In tortoiseshell colour or tortoiseshell and ivory, pure Bristle.
Other models from 5/- Multiple colours.

6/6 *retail*

Combined Dog Brush Comb and Stripper. Sheffield Steel Stripping Blade—a repeat blade business.

Big profits lie ahead of you this month if you stock and sell these two unique lines—the Denman "Bruscomb" and the Denman combined Dog Brush Comb and Stripper. The Bruscomb is an attraction for any woman. Further particulars and trade terms on request. Stock up *now* and be ready for the demand the national advertising of Bruscomb is producing.

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Denman
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DENMAN PRODUCTS LTD.
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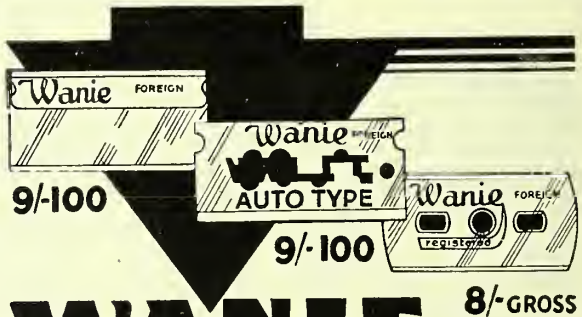

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BARTLETT'S ORIGINAL AND BEST

1/-

SIZES

LADIES'

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YOUR WHOLESALER STOCKS AND SELLS BARTLETT BELTS AND HAPPYFEET (BRAND) SOCKS

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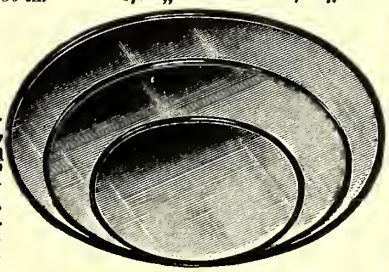
Ref. No. H 3249 Round Section Metal Display Pedestals, fitted with Rubber Studs at Top and Bottom. Stocked in the following sizes:—

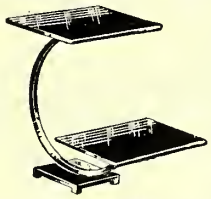
Height	Brown Bronze Finish	Chromium Plate Finish
9-in.	1/3 each	2/6 each
12-in.	1/6 ,,	3/- ,,
15-in.	1/9 ,,	3/9 ,,
18-in.	2/3 ,,	4/6 ,,
21-in.	2/9 ,,	5/3 ,,
24-in.	3/3 ,,	6/- ,,
30-in.	3/9 ,,	7/6 ,,



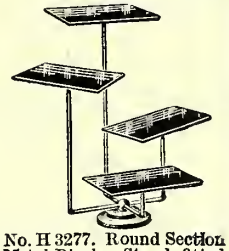
Ref. No OK 256 First Quality Clear Glass and Black Opal Glass, Display Ovals, ¼" thick, polished edges. Stocked in the following sizes:—

Size	Clear Glass	Black Opal Glass
9" × 5"	1/4 each	1/5 each
10" × 7"	1/5 ,,	1/6 ,,
12" × 9"	1/6 ,,	1/9 ,,
14" × 10"	2/2 ,,	2/8 ,,
16" × 9"	2/6 ,,	3/- ,,
18" × 12"	3/6 ,,	4/3 ,,
20" × 15"	4/- ,,	5/3 ,,
24" × 18"	5/9 ,,	7/3 ,,

We will be pleased to forward our complete catalogue of Pharmacy Fittings No. 1013. *Post Free on Application.*



No. H 3278. Square Section Metal Display Stand, fitted with two Black Opal Glass Shelves, 10"×6". Mounted on a square base. Height overall, 12". Brown Bronze Finish 11/3 each Chromium Plate Finish 13/6 ,,



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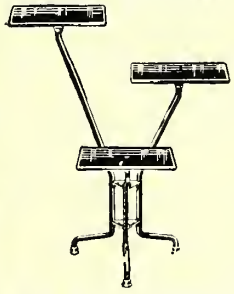

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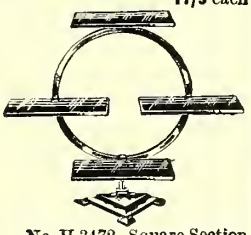

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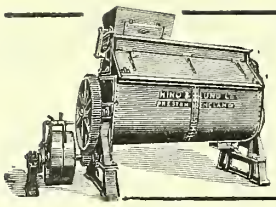

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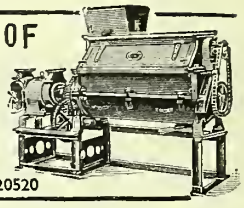

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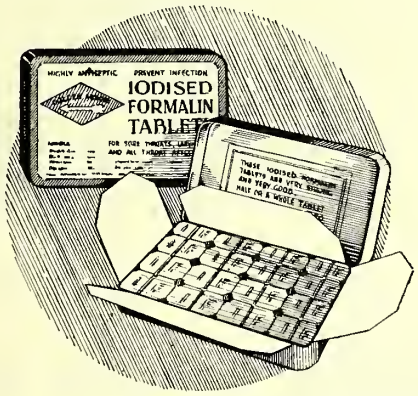

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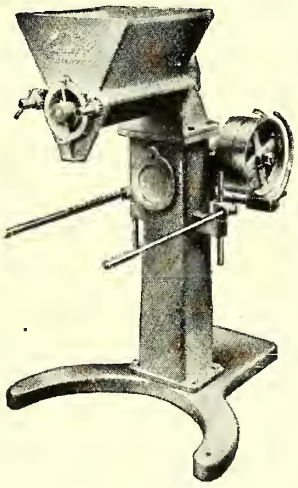

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A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

The official organ of The Pharmaceutical Society of Ireland, The Pharmaceutical Society of Northern Ireland, The Chemists' and Druggists' Society of Ireland, and of other Chemists' Societies in Overseas Dominions

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VOL. 123. NO. 2912 NOVEMBER 30, 1935

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News of the Week

Import Duties Advisory Committee Notices

The Import Duties Advisory Committee give notice of applications for increases in the import duties on the following products:—

Metallic capsules, but not including "crown" corks or screw caps or stoppers.

Any representations which interested parties may desire to make in regard to this application should be addressed in writing to the Secretary, Import Duties Advisory Committee, Caxton House (West Block), Tothill Street, Westminster, London, S.W.1, not later than December 19, 1935.

The Committee announce that they have decided not to make any recommendation in connection with the application previously advertised for an increase in the import duty on strips for pencils, pastels and crayons.

Sessional Events

At a meeting of the Pontefract, Castleford and District Branch of the National Pharmaceutical Union at Castleford on November 12, it was unanimously resolved to give wholehearted support to the Chemists' Friends scheme.

Prize-winners at the first whist and bridge drive of the Nottingham and District Branch of the Pharmaceutical Society, held at the Milton Café on November 14, were:—*Bridge*, Mrs. Clay, Mrs. Wood and Mr. A. O. Bentley. *Whist*, Mrs. Hunter, Miss Whiteman and Mr. A. E. Turner. The prizes were presented to the recipients by Mrs. Moulds, wife of the Branch chairman.

The annual supper and dance of the Bath and District Branch of the Pharmaceutical Society took place at the Red House, Bath, on November 21. Mr. E. Rogers (president) and Mrs. Rogers received the guests, and entertainment was provided by Miss Joan Ozzard and Mrs. S. Hatherill. Mr. Hatherill and Mr. W. J. Harding were winners in amusing competitions.

A dance in aid of the Pharmaceutical Society's Benevolent Fund took place at the Botanical Gardens, Birmingham, on November 13, when a special effort for the Fund realised about £13. Mr. F. W. Yeomans acted as M.C. Spot prizes and competition dances were arranged, and the following were the prize-winners:—Mrs. Reece and Mrs. Schreiber; Misses Smith, Cowburne, Shaw and Burnett; Messrs. Gawley, Budd, Reece, Schreiber, Bright and Wilson.

The second of a series of lectures arranged by the Coventry Branch of the National Pharmaceutical Union was given in Coventry recently by Dr. Stanley White, whose subject was "Biological Products and Immunology." Cinematograph films showed all stages in the manufacture and standardisation of the more important serums and vaccines. The lecture was largely attended by Coventry and district pharmacists, together with Dr. E. G. Bryant (head of the Department of Pharmacy, Birmingham Central Technical College); Dr. Frost; Mr. H. Barnacle, L.D.S.; Mr. W. L. Nundy; and Alderman Charles Davis (president and secretary respectively of the Warwickshire Branch of the Pharmaceutical Society).

Bangor

A meeting of the Anglesey, North Carnarvonshire and Colwyn Bay Branches of the Pharmaceutical Society of Great Britain was held at Bangor on November 20, Mr. Ll. W. Jones in the chair. Mr. H. M. Lloyd (a member of the Society's Council) gave an address on "The Evolution of Pharmacy." In early times, Mr. Lloyd said, there was an intimate association between medicine and magic. In Egypt the priests practised medicine, were paid by the Treasury, and were

allowed to practise privately in the time of Moses. Serapion of Alexandria, in the second century, introduced remedies derived from animal sources. The modern use of scientific biological products was thus an extension of early knowledge. In the Roman Empire medicine, surgery and pharmacy gradually became separated. The physicians were dieticians. Arab pharmacy, after Spain was conquered in 711 A.D., spread through Europe from Cordova. It was not till the thirteenth century that pharmacy began to flourish in England, but the Saxons had a herbarium of 1,000 simples in the reign of Alfred. An Act was passed in 1815 forbidding unqualified persons to practise as apothecaries under a penalty of £20. The speaker then dealt with the history of the Pharmaceutical Society from its formation. After questions and comments, the president invited all present to tea at a local café. A special meeting of the United Chemists of Wales (the first in North Wales) was afterwards held.

Ealing

A meeting of the West Middlesex Chemists' Association and the Pharmaceutical Society Branch was held on November 19 at Ealing, the president, Mr. F. H. Mylroi, in the chair. Mr. F. W. Adams (assistant secretary of the Pharmaceutical Society) gave an address on the draft Poisons List and Rules. Among questions asked and answered were the following: Was there any limit to the number of times a barbiturate prescription might be prescribed? "No." Was it necessary to obtain new labels for medicines required to be labelled "Not to be taken internally"? "Yes." Must the pharmacist date each repeat for barbiturates? "Yes, above the signature of the prescriber." Did this apply to the back of the prescription as well as to the front? "At present, to the front only." How should one treat a stock mixture made up for a doctor if it contained a poison? "In either of two ways—enter it as a prescription or else label according to the regulations." Could the back of the counter be called a separate part of the shop? "I think so." Could a separate book be used for entering repeats? "No, the rules definitely state 'the book.'" Could one supply a barbiturate to a patient on a 'phoned message from the doctor? "No, a prescription is necessary." A vote of thanks was proposed by Mr. F. C. Highfield.

Exeter

The annual meeting of the Exeter and District Branch of the Pharmaceutical Society was held at Exeter on November 20. The annual report and financial statement were adopted, and officers and committee elected as follows:—*Chairman,* F. E. Battershill; *Vice-Chairman,* A. C. Milton; *Treasurer,* John Harris; *Auditor,* E. G. W. Hodge; *Secretary,* F. Southerden; *Social Secretary,* A. C. Milton; *Committee,* Messrs. W. R. B. Arnold, G. A. Clarke, F. Dyson, M. T. Foster, A. T. Hayward, L. F. Kitch, J. W. Lake, I. R. Phillips, P. F. Rowsell and C. J. Symes. Membership of the Branch increased from 156 in 1933 to 184 in 1934.

Liverpool

"Small-Scale Manufacturing" was the subject of an evening talk by Miss Ivy Roberts, M.Sc., to the Liverpool Branch of the Guild of Public Pharmacists at the Royal Institution on November 21, the chairman (Mr. Nixon) presiding. The speaker dealt with the problems of manufacturing without expensive or elaborate equipment. She remarked that in many cases where an extraction process was involved, maceration would be found sufficient to meet the needs of the moment. Miss Roberts dealt also with tinctures, concentrated solutions, aqueous extracts, emulsions, tablets, cachets and the process of sterilisation. A short discussion followed.

At a well-attended meeting of the Liverpool Chemists' Association and Branch of the National Pharmaceutical Union, on November 20, an address was given by Mr. G. Mallinson (secretary of the N.P.U.) on "The N.P.U. Policy with Reference to the Chemists' Friends and Other Schemes." The president of the Association (Mr. G. L. Clubb) was in the chair. Mr. Mallinson said that the only doubt the Executive had really had was whether they could rely on the backing of chemists for the scheme. It was a big undertaking for a manufacturer to bind himself to an agreement such as they required without considerable thought; and unless they could prove that the chemists' friendship was something really worth having, he would be very chary about signing such an agreement. Primarily, they wished to secure to chemists the sale of proprietary medicines and surgical goods; and although it might be suggested that they should not stop there, the Executive had wisely decided to start claiming the chemists' rights on the grounds upon which they felt secure. They had powers under the scheme to prepare a list of wholesalers, but he must remove an impression that they were going to prepare a list of approved wholesalers. They were not. One of the things he knew he should have to answer was "What about our loss on bonus sales?" Generally speaking, they would have to incur that loss. If there was anything worth while getting in this world, it was worth while making a sacrifice for it. He would not say they would lose all their bonus sales, as many of these were articles which could not come on the Chemists' Friends list. But he would implore them not to take the narrow outlook. Had pharmacists got so low that they could not utilise their windows and salesmanship in some way to bring back some part of any such loss? The bonus paid to chemists for this form of advertising was only a fraction of what the manufacturer would have to pay for advertisements in the Press and on the hoardings. They would be tempted by representatives of firms not on the list. He had already had reports in regard to certain methods adopted by some representatives. In regard to the suggestion that this movement clashed with the P.A.T.A., they were not asking anyone to refuse to sell any article which was asked for by the public, and they were not breaking their P.A.T.A. contract by supporting the scheme. The P.A.T.A. was simply concerned with price protection. Manufacturers had been telling them that they could not give them anything in return. He wanted it to be perfectly clearly understood that so far as they were concerned they were going to play fair with the manufacturer from first to last, and with the retailers' help they could give them a fair and square deal. He was being asked "When does the scheme start?" So far as they were concerned the scheme had started, but for the next six months they could not say definitely that it was in complete operation. If they would only think, they would find the N.P.U. had five firms on the list, and he could say that another three might shortly join. "I tell you quite candidly," remarked Mr. Mallinson, "that neither I nor the Executive visualised that we should have eight manufacturers on the list within six weeks. It says much, therefore, for the scheme that so many have come in. With your help we should have a great response."

Replying to a question by Mr. Siddall whether he thought the withdrawal of these goods from grocers and big stores would cause them to open a chemists' department, Mr. Mallinson said he did not think so unless they had a big sale for drugs, and then, if they opened such a department, they would have to comply with the requirements of the law. He told them frankly there would be reprisals. In reply to a question about multiple stores by Mr. Topping, he remarked that he thought what was at the back of the questioner's mind was that they might use the opportunity to take up these articles outside the Chemists' Friends scheme, but personally he did not think so. Mr. Clitherow suggested that, assuming they could get a sufficient number of chemists to support the scheme, it should be extended beyond its present scope. Mr. Mallinson pointed out that while they restricted the list to proprietary medicines they were only claiming what was the chemists' birthright and were on safe ground, but once they stepped off that ground they had to be extremely careful. Mr. W. J. Tristram made a plea for all chemists to put the scheme into operation at the earliest possible moment. Mr. Mussell thought there was a danger that the scheme would be used by manufacturers on the list as a lever to overstock them with goods. In regard to the list itself, he took it that this would be carefully drawn up, as there were articles which came on the border-line of toilet articles and medicine. Mr. Mallinson said that every article on the list was very carefully scrutinised by a committee, and they did not put anything on unless it was perfectly clear that it should be put on. In regard to the suggestion of "leverage" he would point out that chemists were under no obligation to order more than they required. Mr. J. L. Hirst proposed a vote of thanks.

London

Solport Brothers, Ltd., held their first sports club dance on November 22. Over 200 employees and their friends attended. We are asked to announce that the sports club are endeavouring to find a suitable cricket ground, and would be glad to

share accommodation with a similar team. Details or requests for fixtures should be sent to the secretary.

One of the largest recent gatherings of the North London Pharmaceutical Association heard Mr. A. R. Melhuish (a past-chairman of the National Pharmaceutical Union) speak on the Chemists' Friends scheme at the November meeting. The president of the Association (Mr. C. W. Andrew) was in the chair. Mr. Melhuish pointed out that a united front was necessary to convince the public that medicinal products should be bought from the chemist. There was nothing in the number of patent-medicine licences in the country to be alarmed at. Many members affirmed that they had already given notice to firms not likely to support the scheme to remove advertising signs from their premises.

A meeting of the Guild of Public Pharmacists was held at 17 Bloomsbury Square, W.C.1, on November 20, the president (Mr. C. H. Sykes) in the chair. A lecture on "The Drug Treatment of Angina Pectoris" was given by Dr. Clifford Hoyle. Dr. Hoyle dealt with the comparative use and effects of trinitrin and amyl nitrite. He expressed the hope that some attention would be paid to putting a more suitable capsule of amyl nitrite on the market. In reply to questions, Dr. Hoyle stated that from 30 to 40 per cent. of heart cases were suffering from angina pectoris ; that there was no tolerance in the drug ; and that he had encountered several cases among women patients.

The West Metropolitan Branch of the Pharmaceutical Society met at Stewart's Restaurant, New Bond Street, W.1, on November 27, for the purpose of hearing an address by Mr. H. N. Linstead (secretary of the Pharmaceutical Society) on "The Advertising of Patent Medicines." A supper served by way of hors d'œuvres to the address was, as usual, a popular item in the programme. Mr. Linstead made, in his introductory remarks, reference to the Medicine Stamp Acts from 1783 to the present day, and to legal decisions arising from them. He pointed out that apparently the only interest taken by the State in the matter was the amount of revenue received from duties, an amount now steadily declining. The late Sir William Glyn-Jones had once suggested sweeping away the present exemption and putting a small tax on everything recommended for ailments ; this, however, would amount to a tax on sales. As to quack medicines, the recommendations of the Government Committee appointed in 1912 were the prime cause of the Bill of 1920, which was, no doubt, still in the archives of the Ministry of Health. There was not the same necessity for drastic legislation to-day as in 1912. After reading a selection of claims to cure by simple treatment diseases usually regarded as serious or incurable, Mr. Linstead said that the Pharmaceutical Society had been trying for the past seven years to reconcile the different interests, and had at last been able to draw up a Bill that, he believed, would in no way interfere with the legitimate advertising of proprietary medicines and would render the reintroduction of the Bill of the year 1920 unnecessary. Giving further instances of specious claims in the advertising of alleged remedies—e.g., medicines of the type on which a reduction in price was offered when the potential customer failed to send a remittance in reply to the first circular—Mr. Linstead said that he believed the Medicines and Surgical Appliances (Advertisement) Bill to be an agreed measure.

On the proposal of the president (Mr. David T. Jones), a few questions were put and answered. Among them were:—(1) A listed seller can depute his powers to two persons: can a chemist do so? The answer was that there is no special requirement for the sale of Part II poisons by chemists. (2) Are all similar preparations containing poison to be stored together? The reply was that there are three ways in which poisons can be stored. (3) Is a dispensary regarded as a place to which the public has not access? Answer: Yes, but it is wise to keep poisons in poison bottles, even in a dispensary. (4) Must the special wordings in the Fifth Schedule be used by the manufacturer when supplying to the retailer? Answer: Every labelling requirement reaches back to the manufacturer. On the motion of Mr. Peter Irvine, seconded by Mr. Edyvean, a vote of thanks was accorded to Mr. Linstead.

Manchester

Extensive damage was done by window-slashers on November 20 to the plate-glass windows of Lomax, Ltd., chemists, Deansgate.

Boots, Ltd., are organising a demonstration, at the Midland Hotel, in the art of home beauty treatment. Experts will give instruction in the art, and the sequel will be the opening of "beauty cubicles" at Messrs. Boots' Royal Exchange branch.

On November 20 the senior students from Manchester University (Pharmaceutical Department) visited the works and laboratories of the Veno Drug Co., Ltd., Old Trafford. The visitors were shown the methods of manufacture, packing and dispatch of Dr. Cassells Tablets, Germolene, Venos Lightning Cough Cure, Phensic and other products, which afforded instruction in the up-to-date organisation. The printing department was finally visited, and the various stages of cutting, stamping, printing and finishing of cartons used were a source of much interest. The students were afterwards entertained to tea, after which Mr. Harry Brindle, B.Sc., F.I.C., Ph.C., remarked upon the present-day methods of the manufacture of proprietary medicines in comparison with the crude efforts of years ago; he felt that those present would be convinced that the Veno products were manufactured under the most modern and hygienic conditions. He thanked the firm for the opportunity of the visit, and for the hospitality extended to them. Mr. A. C. Smith, in reply, said it was a pleasant interlude from ordinary business routine to welcome the pharmacists of the future on such an occasion as this. Mr. George F. Shaw, Ph.C., manager of the manufacturing and laboratory departments, recalled his own student days and entertained the company with his experiences, hoping that each one of those present would be successful in negotiating the remaining subjects and that in due season they would remember this visit and all it stood for.

Newport (Mon.)

A well-attended meeting of the Newport and Monmouthshire Chemists' Association was held at Kings' Head Hotel, Newport, on November 21. Mr. J. Young (a member of the Society's Council) addressed members on "When Will Pharmacy Improve?" Mr. C. C. Giles (local president) introduced the speaker. Mr. Young admitted that his original intention was to speak upon the Pharmacy and Poisons Act, but as the title "When Will Pharmacy Improve?" had been submitted to him he had willingly acquiesced. While he would not undertake to say at what time pharmacy would improve, he felt confident that an improvement would occur. He touched upon his recent visit to a Lancashire branch, where acute depression, such as South Wales was experiencing, had resulted in a more loyal co-operation among the local pharmacists. He claimed that the 1933 Act had provided a foundation by which difficulties could be more easily dealt with than in the past. The system of apprenticeship adopted by the Council was a forward step which would in course of time improve the status and prestige of pharmacy. The redundancy of chemists' shops was another problem. He hoped and believed that some measure of control would arise from the efforts of their organisations. When the extension of the National Health Insurance Act to include dependants was accomplished, the remaining portion of private dispensing would be so small that the medical man would allow the entire business to fall into the hands of pharmacists. Although not a member of the N.P.U. Executive, he felt compelled to describe the Chemists' Friends scheme as a distinctly encouraging sign of the trend towards consolidation of pharmaceutical interests. His short experience on the Council had impressed him with the fact that the Council was fully alive to its responsibilities. The *personnel* was improved by the appointment of Government nominees. Tea was afterwards provided.

Reading

A meeting of the Reading and District Branch of the Pharmaceutical Society was held at Reading on November 21, Mr. G. Green in the chair. It was proposed by Mr. Bluring, seconded by Mr. Fowden, and carried unanimously, that areas in district should be grouped to form sub-districts, with local organising secretaries. Mr. E. C. Cripps volunteered to act as local organising secretary for the Maidenhead, Slough and Windsor sub-district. This offer was accepted. Mr. Cripps delivered a lecture on "William Allen, the First President of the Pharmaceutical Society." Slides were shown illustrating the buildings of those days, the dresses, amusements, methods of conveyance, lighting and so forth. Pictures of the old Plough Court Pharmacy were shown and of other pharmacies, particularly that of John Bell in Oxford Street, in the room over which the historic meeting was held which led to the formation of the Pharmaceutical Society. The activities of

William Allen as a member of a Society of Friends, as a scientific man and as a business man were touched upon. An interesting slide was a reproduction of one of the counter-books of the Plough Court Pharmacy, in which dissections had been carefully made of all the transactions of the day. It was shown that the value of an item dispensed in those days did not greatly differ from that obtained in these, and from this the lecturer drew a moral regarding the advisability of getting better prices to-day. As illustrative of the period, an old catalogue and a copy of the "London Dispensatory" were shown by the lecturer. The secretary pointed out that three Reading chemists were original members of the Society. Discussion, in which most of the members took part, concluded the meeting.

Sheffield

Over 350 employees of Burdalls, Ltd., manufacturing chemists, and their friends attended the first of a series of dances in connection with the outing club at the Cutlers' Hall, recently. Mr. H. M. Burdall, governing director, and Mrs. Burdall were present.

A meeting of the local Branch of the National Pharmaceutical Union was held on November 22 when an address was given on "The Chemists' Friends Scheme" by Mr. C. W. Hobson. After a discussion the following resolution was passed:—"The Sheffield Branch of the N.P.U. wholeheartedly promise their support to any steps taken to promote the success of the Chemists' Friends scheme." Mr. Hobson afterwards gave a short account of the working of the second clearance under the clearing house scheme.

Swansea

The annual whist drive and ball of the West Glamorgan Branch of the Pharmaceutical Society was held at the Masonic Hall, Swansea, on November 21. A large number of guests included a party of chemists from Cardiff. Mr. Thomas Marns (vice-president of the Society) and Mrs. Marns were the chief guests. Others present included Mr. H. L. Chapman (president of the Swansea Chamber of Trade), Mr. W. J. Davies (president of the local branch) and Mrs. Davies, Mr. Charles R. Dickens (local secretary) and Mrs. Dickens, Mr. H. M. Lynn (assistant secretary) and Mrs. Lynn, and the following members of the Committee: Messrs. J. H. Kent, W. A. Mill, T. J. Morgan, E. J. Nash, W. Glyn-John, B. G. Lewis, A. Wynne Jones, I. Rowland James, C. A. Kent, J. S. Gilbert, and John Rees (treasurer). Novelty paper hats and dance competitions added to the spirit of gaiety. Mr. Cecil Kent was an admirable M.C. During an interval Mr. Marns spoke on the Society's Benevolent Fund. He was glad to note the high average per member in the Glamorgan Branch (4s. 4d., against ½d. for the whole of the country). Mrs. Marns presented golf trophies as follows: Evans Sons Lescher & Webb cup, Mr. T. J. Morgan; replica, Mr. Cecil A. Kent. Rowland James cup, Mr. H. W. Jenkins Pentre (received in his absence by the secretary). Mr. John S. Gilbert was M.C. for whist. Prizes were presented by the president's wife (Mrs. W. J. Davies) to: *Ladies*, Miss Vivienne Roche and Miss O. Randall. *Gentlemen*, Mrs. E. Gilbert, playing as gentleman, Mr. A. Barron. Prizes were given by I. Rowland James, Ltd., Coty, Ltd., Bourjois, Ltd., Simkins, Ltd., and R. J. Reuter Co., Ltd.

Miscellaneous

Club opened.—Holland Bank Works Welfare Club, which William Blythe & Co., Ltd., manufacturing chemists, Church, have provided for their workpeople, was opened on November 18. The directors have provided the materials and workmen associated with the company have provided voluntary labour.

Irregular trading.—Irregular trading in mills and workshops was discussed by Burnley Chamber of Trade on November 14, following a letter from the Retail Pharmacists' Union seeking information regarding such trading in the district. The Chamber decided to place further facts before the Retail Pharmacists' Union.

Association of Pharmaceutical Employees.—The Executive Committee of the National Amalgamated Union of Shop Assistants, Warehousemen and Clerks has decided to convene a conference in London to be attended by members of the Association of Pharmaceutical Employees, one from each division in England, Scotland and Wales. The members will discuss the question of promoting organisation inside the Association among those employed in pharmacy.

Irish Notes

Pharmaceutical Society of Ireland

The Diamond Jubilee dinner committee appointed by the Council of the Pharmaceutical Society of Ireland held its first meeting at 67 Lower Mount Street, Dublin, on November 19. Mr. D. Warwick, P.C., was appointed chairman, Mr. J. Gleeson treasurer, and Mr. P. C. Cahill secretary. The other members of the committee are Messrs. J. A. O'Rourke (vice-president of the society), J. K. Whelehan (Mullingar), B. P. Hickey (Rush), and D. W. P. Boyd (Dublin). The committee unanimously decided to hold the dinner in celebration of the Society's Diamond Jubilee on Thursday, January 9, 1936, at the Gresham Hotel, Dublin. The work of organisation is now being proceeded with, and the coming banquet, the first public official pharmaceutical function held in Dublin for some years, promises to be a worthy commemoration of the sixty years' existence of the Society.

Photographic Dealers Hold an Exhibition

The Dublin Branch of the Photographic Dealers' Association has the distinction of being the first to hold a successful exhibition of its members' work. Over two hundred and fifty entries were received for the three competitions. In addition to pictures sent in from Dublin and Cork, there were many fine prints submitted from such distant centres as Sligo, Tralee, Cavan, Clonmel, Fermoy, Tuam, Ballyshannon, Dundalk and Drogheda. The exhibition was held at Mills' Hall, Merrion Row, Dublin, on November 20 and 21. The premier award, the P.D.A. challenge cup, for the best photograph entered, was won by Mrs. Donaldson, Cork, for an impressive portrait of a lady. In Class A, Mr. Barry F. Mason, Dublin, won the Gevaert challenge cup for a landscape. Mr. Robert Henderson, M.P.S.I., Cavan, won the second prize in this class for an imaginative study entitled "Snipe." Miss Declan Lonergan, Dublin, was highly commended for her picture "Movement." In Class B, confined to dealers' assistants, all the awards were carried off by chemists' assistants. Mr. R. L. Hanna, L.P.S.I.,

The above photograph, taken at the Exhibition, includes: Messrs. John Smith, T. C. Scott, P. A. Brady, R. Peyton Smith, M. L. Cashman, R. L. Hanna, E. T. Ryan and Lyall G. Smith.

who is an assistant with Mr. John Smith, M.P.S.I., Terenure, won the bronze medal and the sum of £3 3s. for a portrait study. The second prize-winner was Mr. Maurice L. Cashman, an assistant with Mr. E. MacMahon, M.P.S.I., Burgh Quay, Dublin. Mr. W. Feeley, Dundalk, was highly commended. In Class C, open to dealers and dealers' assistants, and in which the entire work on the print must be done by the entrant, Mr. R. L. Hanna was again the first prize-winner. The second award here went to Mr. R. Peyton Smith, Dublin, and Miss Dukelow, Cork, was highly commended. On the opening night of the exhibition, in the presence of a representative gathering, the presentation of awards was made by Mr. T. C. Scott, president of the Irish Drug Association. With Mr. Scott were Mr. John Smith, M.P.S.I., chairman of the Dublin Branch of the P.D.A., Mr. P. A. Brady, the treasurer, and Mr. Lyall G. Smith, the secretary. Mr. Lyall Smith said the committee responsible for organising the exhibition

wished to thank the following for their co-operation:—Mrs. Donaldson; Messrs. Gevaert, Ltd.; Hamilton, Long & Co., Ltd.; Hayes, Conyngham & Robinson, Ltd.; T. H. Mason; D. J. Nugent; Pollock & Co.; J. J. Roche; Eugene MacSweeney, Cork; and William Gae (representing Agfa, Ltd.).

Irish Drug Association

A meeting of the Committee of the Irish Drug Association was held on November 18, Mr. T. C. Scott (president) in the chair. Letters were read from some members querying the prices of cosmetics in the new Price List. The Committee gave a ruling on the matter, a copy of which will be sent to members with the current report. Inquiries were also received regarding cosmetic preparations in the Price List which were marked with an asterisk. The Committee thought that if these lines, which are now subject to the cosmetic tax in the Free State, were included in the List at the current price in the Free State, they would be unsaleable. It was generally felt that the incidence of the tax would eventually settle this question and the complaints now made. A Dublin wholesale firm wrote complaining of the leakage of lines on the approved list. The Committee deputed the organiser to call upon the firm in question at an early date. Correspondence was received regarding the inclusion of malt and oil in the official Price List. Some members wrote stating that the price fixed was too low, while others contended that the price was too high. It was pointed out that this line was included in the List at the request of a large number of chemists, and that generally throughout the country the price fixed was being adhered to. It is the wish of the Committee that members will maintain the price fixed in the List. Further applications were received from firms requesting to be placed on the Association's approved list, and several new members were elected.

At Londonderry Recorder's Court, on November 16, Mr. James Glendinning, Ph.C., appealed against a valuation of £100 assessed on his premises at 12 Waterloo Place. For the appellant, evidence was given that £83 was the net letting value of the premises. For the Commissioner, expert evidence was given in support of the valuation assessed. The recorder reduced the valuation to £90.

Brevities

Dr. John Sheil, Ph.C., barrister-at-law, pharmacologist to St. Vincent's Hospital, Dublin, addressed the Medical Society at University College, Dublin, on November 18, on "The Ramifications of Therapeutics." Dr. Sheil dealt with the legal as well as the medical aspect of prescribing and the sale of poisons.

The Diseases of Animals (Therapeutic Substances) Bill (see *C. & D.*, November 16, page 584), following slight amendments in Committee, has passed the third reading in the Senate of Northern Ireland and received the Royal Assent. The amendments related to the expression "registered" in reference to veterinary surgeons, and the definition of "animal."

The Irish Chemists' Golfing Society will hold its annual meeting at Wynn's Hotel, Dublin, on December 6, at 9 p.m., and all members are invited to attend. Country members who are unable to be present, and who would like to put forward proposals as to suitable dates, places for fixtures or other suggestions, are invited to communicate with the Secretary, Mr. A. F. Roche, M.P.S.I., 34 Donnybrook, Dublin.

Belfast

Professor James Small, D.Sc., M.P.S., has undergone an operation in a nursing home in Belfast and is progressing favourably. Professor Small was unable to attend the November meeting of the Council of the Pharmaceutical Society of Northern Ireland owing to his illness.

"Modern Fertilisers and Their Use in Practice" was the subject of a paper given by Professor R. G. Baskett to the Belfast and District section of the Institute of Chemistry recently. In the course of his address the professor said it was now nearly 100 years since the introduction of artificial fertilisers into farming practice. At the present time the world consumption of artificial manures reached approximately 40,000,000 tons. Cheap supplies of ammonium salts had been made possible by the commercial preparation of synthetic nitrogen compounds from atmospheric nitrogen.

Scottish Notes

Edinburgh Public Medical Service

The first annual report of the committee of the Edinburgh Public Medical Service has been issued. The committee commenced its operations on October 1, 1934, and the experience gained in what was regarded as an experimental year has proved of interest to other burghs. The scheme provides medical attendance and medicines, with a free choice of doctor and chemist, for the dependants of insured persons and others of similar means, on payment of a charge of 4d. a week for one person, with a maximum of 1s. for each family.

The report of the committee, submitted at the annual meeting on November 20, stated that the committee was satisfied with the year's working, and there was no doubt the scheme was filling a want. The number of doctors under contract is 130, and during the year 3,500 subscribers, representing 8,000 people, joined the service. Subscriptions amounted to £3,232. Out of this sum the committee had to meet the cost of prescribing and administration. At an early stage it was seen that the cost of prescribing was going to cause trouble. The average cost of drugs under the National Health Insurance scheme is 1s. 10d. per person, which works out at about 14 per cent. of the subscriptions received. During the spring there was an influenza epidemic in Edinburgh, and the cost of scripts increased to 25 per cent. of the subscriptions. After April the cost began to fall until it reached 12.2 per cent. in August. For the whole year the average cost came out at 18.2 per cent. The scripts were examined every month by the committee, and it was found that the cost was due to the large number of small scripts and not to expensive prescribing. A total of 11,251 scripts was issued at a cost of £593, the average cost being approximately 1s. In view of the increase the committee called the members to a special meeting. Resolutions were passed to the effect that subscribers joining the service after October 1 should receive no drugs until eight weeks after joining and until they had paid eight weeks' subscriptions. A further resolution was passed to the effect that members should not accept subscribers suffering from chronic or incurable disease, necessitating the continuous administration of drugs, unless such subscribers undertook to pay for such drugs. The committee consider that the steps which they have taken will place the drug fund on a sound financial basis. The percentage for the year 1935-36 has been fixed at 16 per cent. The committee has been considering methods by which subscribers can obtain special treatment at reduced rates, and is investigating a scheme by which subscribers requiring invalid or infants' foods can get a special discount.

Brevities

The Perthshire Pharmacists' Association held their annual whist drive and dance in the Station Hotel, Perth, on November 20. The function was well supported by a large party of pharmacists and friends from Dundee and district. Mr. Brydon (chairman) welcomed the members and visitors, and Miss E. A. Carlton (Dundee) replied. *Whist prizes: Ladies,* (1) Miss Brydon, Perth; (2) Miss Martin, Dundee; *Gentlemen:* (1) Mr. D. Robertson, Dundee; (2) Mr. J. R. Milne, Dundee. *Spot dance prize:* Mr. Brown and Miss C. Smail.

Many Scottish shopkeepers are alarmed by the proposal to make an extra charge for the removal of refuse by the cleansing departments of the various local authorities. In Edinburgh the cleansing by-law allows the equivalent amount of one standard bin (3 cu. ft.) of trade refuse per day, and a charge of 4d. for each extra bin. In Glasgow the proposal is that each tenant should be allowed 20 per cent. of his refuse free, irrespective of rental. The first protest has been made by the Council of the Scottish Federation of Grocers, who have suggested that members of Parliament should be asked to obstruct provisional Orders containing the proposal. So far as Edinburgh is concerned the advice comes too late. The regulation is in operation and cannot be reconsidered by the Town Council until after six months' working.

Aberdeen

There were some interesting references to chemistry—pharmaceutical and otherwise—at the dinner of the Aberdeen and North of Scotland section of the Institute of Chemistry, held in the Palace Hotel, Aberdeen, on November 21. The guests of honour were Professor J. F. Thorpe (president)

and Mrs. Thorpe. Professor Alexander Findlay (University of Aberdeen) occupied the chair. Lord Provost Watt proposed the toast of "The Institute of Chemistry." He declared that he had some connection with chemistry, as his father had served his time as a druggist, "although not a real chemist." (Laughter.) Dr. J. F. Tocher proposed the toast of "The Guests," and Professor A. Soutar (acting Vice-Chancellor of the University of Aberdeen), in reply, hoped that the presence of Professor Thorpe in Aberdeen would help to impress on the public that members of the institute were the real chemists. "We can leave the titles 'druggist,' 'apothecary' and 'pharmacist' to a very respectable body of men who sometimes arrogate to themselves a title which belongs to you," he said.

Dundee

Miss E. A. Carlton, chemist and druggist, gave a lecture on "Pharmacy" to the Princes Street Congregational Church Guild, Dundee, on November 19.

Dundee Branch of the Photographic Dealers' Association held its annual meeting in the Royal British Hotel, Dundee, on November 15, when Mr. George J. Lindsay was elected *President*. Mr. Caithness, Kirkcaldy (Scottish Eastern Area representative) gave an account of the London business meeting of the P.D.A. on November 6 and of the dinner held the same evening.

Edinburgh

Pinkerton, Gibson & Co., Ltd., held their annual staff dance in the Masonic Hall, Hill Street, on November 14. Over ninety participants enjoyed a splendid evening's dancing.

An interesting case was decided in the Court of Session on November 14. The Edinburgh Corporation brought an action against Philip McNally, Niddrie Mains Road, who had taken a shop for five years, to compel him to observe the terms of his agreement to trade as a fruiterer and greengrocer, and to prevent him from selling other articles (except confectionery). It was stated that the types of business to be carried on by the Corporation's tenants on this estate had been arranged so as to prevent overlapping. Notwithstanding the terms of the agreement, the defendant had added to his business the sale of bread, tea, medicines and other commodities. Lord Carmont granted an interim interdict, observing that it was not a case of the defendant being unduly restricted. The defendant, under his agreement, had a quasi-monopoly.

Glasgow and West of Scotland

Outspoken comments on Sunday trading by chemists were made at the annual meeting of the Rothesay Merchants' Association. Ex-Baillie D. Brown suggested they should ask the town clerk for guidance on the matter. Mr. W. Mackay (president) said there was certainly a grievance. He did not see why chemists should be allowed to sell cameras and bathing suits on Sunday. Mr. T. M. Clay said there was no law against Sunday trading, but the committee might ask chemists to limit their Sunday trade to prescriptions and medicines. Chemists must stop selling other goods or traders dealing in them would have to open on Sunday. Mr. W. Gillies asked, "Why pick on the chemists? There are other shops open till 11 o'clock on Sunday night." It was agreed to discuss the matter at a special meeting after legal advice had been obtained.

Topical Reflections

By Xrayser

The Full and Frank Discussion

by the Bradford and District Branch of the National Pharmaceutical Union on collective advertising (p. 627) reveals the limitations of this type of publicity. I congratulate the participants on having carried out a scheme which must have entailed expense on the part of each without any hope of immediate personal reward. The weakness of collective advertising of this type is that it often benefits the man who does not contribute, as the rain falls on the just and the unjust. There is a want of cohesion in a scheme when used for private pharmacists with individual policies, which is not the case when a big multiple combine runs one to advertise its branches. I have not seen the advertisements referred to, but I gather that owing to comparatively small amount of space available, a lot of it was taken up with the names of the fifty-six pharmacists who participated. Unless a short and telling slogan was used, I can well imagine that readers of the advertisements could not distinguish the wood from the trees. One speaker gave it as his opinion that a distinctive neon sign would have been better than Press advertising. He is probably right, although I find in taking a stroll along well-lighted streets that the increasing number of these signs tends to diminish the prominence of any one; such a sign, to be effective, should be of a most original and characteristic type. I infer that insufficient funds have been the main reason for dropping the scheme; the expression "M.P.S." should certainly be scrapped in any future advertising in favour of the well-known and easily understood "chemist."

The Discussion

on the Chemists' Friends scheme by members of the South-Western Chemists' Association (p. 610) revealed some of its difficulties as it stands to-day. I have no doubt that the Executive of the N.P.U. will consider the many points already raised in such discussions, and will deal with them if it is found that by so doing they can quicken the interest of manufacturers in the movement; after all, it is as yet in its infancy, and it is not to be supposed that a scheme acceptable to all can be presented ready-formed. Presumably much good work will be done by the projected committee of the manufacturers within the scheme and the members of the Executive. The question raised at the meeting of a label to be affixed to all C.F. lines is an important one; this would help the wholesalers, who no doubt will find some difficulty in distinguishing between C.F. lines and others. The village store is another problem. In spite of the opinion implied by one of the speakers that there were few areas where access to a chemist was difficult, I believe that there are still several in different parts of the country; the numbers, however, are rapidly decreasing owing to the growing facilities for travel. I believe the main problem will be to get the retail trade to back up the Union in encouraging the sale of C.F. lines and discouraging the sale of those not coming within that category. Some sacrifice on their part for the good of the scheme is undoubtedly indicated.

I Have Seldom Read

an article which has appealed more strongly to me than the one on "Selling Photography in Winter" (*C. & D.*, November 23, p. 620). You have driven the points of this article home in your first editorial article on p. 625. A change has slowly been coming over the possibilities of photography in the dark days, as well as the bright ones. One indication of it is that at public dinners the usual photograph is nowadays taken without the objectionable flash and by an exposure of a few seconds only. The print exhibited towards the close of the evening has a softness and a wealth of detail usually lacking in one made from a flashlight exposure. I have always advocated the continuation of the photographic business through the winter, but in days gone by there were few of the facilities for doing this work such as are enjoyed to-day. At the best, chemists could push materials for making lantern slides and enlargements from the negatives made in spring and summer; now we can encourage our customers to go on making negatives with all that this work implies in the demand for films, plates, papers and accessories. I agree with the writer of the article that the photographic dealer must be an expert. He must be prepared to teach his customer and to spend some time and trouble upon the business.

Legal Reports

Interlocutory Injunction.—In the Chancery Division of the High Court, London, on November 22, before Mr. Justice Eve, Mr. Lloyd Jacob, for the plaintiffs in the action County Chemical Co., Ltd., Bradford Street, Birmingham, against Morris Dancers, Ltd., Addison Street, Ardwick, Manchester, moved for an interlocutory injunction to restrain the defendants from infringing the plaintiffs' trade mark "Brylcreem" in connection with the manufacture and sale of hair cream and from manufacturing and passing off a substitute described as Brill Creme. The defendants did not appear, and his lordship granted the injunction claimed until judgment or further order.

Application Refused.—The Court of Appeal in London (Lords Justices Greer and Scott) refused, on November 25, an application for a stay of execution pending appeal against the decision of the official referee in the action between Parfumerie Violet, Paris, and Eugene Rimmel, Ltd., London. The plaintiffs claimed an injunction and damages for alleged breaches of agreements. The defendants denied the allegations. The official referee gave judgment for the plaintiffs for £1,800, with the greater part of the costs. The grounds on which it was desired to appeal were said to be that the official referee was wrong in law in finding that there was no evidence that the defendants had carried out their contract, and that he applied the wrong measure of damages. Lord Justice Greer said there was no appeal from the decision of the official referee except on questions of law, and the Court was not satisfied there was here any question of law. The questions were all questions of fact. The application was refused, with costs.

Charge of Conspiracy.— At the South-Western Police Court, London, on November 21 and 23, the last formal evidence for the prosecution was called, and the accused were committed for trial, in the case in which John Bright and Edward Meadows were charged with conspiring together and with other persons unknown (*C. & D.*, November 16, p. 586). Mr. William Murphy, chief clerk of Phosferine, Ltd., said an order from Merry & Bright, Ltd., was received first in September 1934. A few orders were executed, but on December 17 a cheque was received for £17 2s. and proved to be post-dated. Mr. Benjamin W. Batt, cashier of Wright, Layman & Umney, Ltd., said that three orders were received from Merry & Bright, Ltd., but a cheque was not met and the last order was not executed. Mr. Simmonds submitted that there was no evidence to show that the prisoner Meadows was Merry, as the prosecution had endeavoured to show. Bright was the other man. He submitted that the explanation of the firm being forced into liquidation was that they were put on the stop list of the Proprietary Articles Trade Association. Both the accused pleaded "Not guilty." They were committed for trial, and bail was allowed.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office

W. Marples (Sheffield), Ltd. (P.C.).—Capital £1,000. Objects: To acquire the business of a mineral water manufacturer heretofore carried on by Allen Goddard at Holme Lane, Hillsborough, Sheffield.

Proprietaries (Export), Ltd. (P.C.).—Capital £1,000. Objects: To carry on the business of exporters, pharmaceutical chemists and druggists, etc. Solicitors: McKenna & Co., 31-4 Basinghall Street, E.C.2.

Spitz, Ltd. (P.C.).—Capital £100. Objects: To carry on the business of merchants in all kinds of hair and bristles for tooth, hair, shaving and other brushes, etc. R.O.: 24 Great Dover Street, S.E.1.

Redex Proprietaries, Ltd. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of pharmaceutical, medical and vegetable products, etc. R.O.: 85 and 86 New Bond Street, W.1.

R. Woodward, Ltd. (P.C.).—Capital £300. Objects: To carry on the business of chemists, druggists, etc. Robert Woodward, 8 Risca Road, Newport, Mon., director.

Ecroyds (Chemists), Ltd. (P.C.).—Capital £1,000. Objects: to carry on business as chemists, druggists, etc. R.O.: Devonshire Buildings, North Street, Keighley.

Gerlit, Ltd. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in perfumes, cosmetics, etc. R.O.: Great Western Trading Estate, Park Royal Road, N.W.10.

Aniska Preparations (Rand's), Ltd. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in chemicals, gases, drugs, medicines, etc. R.O.: 230 Vauxhall Bridge Road, S.W.1.

Taylor's Pharmacy, Ltd. (P.C.).—Capital £500. Objects: To carry on the business of chemists, drug merchants, opticians, etc. Joseph J. F. Taylor, "Gerlan," Showell Circus, Wolverhampton, managing director.

Francis & Co. (Leicester), Ltd. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in toilette requisites and preparations, perfumes, proprietary articles, etc. Solicitors: Whetstone & Frost, 8 Bishop Street, Leicester.

Anestan, Ltd. (Public Company).—Capital £100 (with power to increase). Objects: To carry on the business of manufacturers, importers and exporters of and dealers in medicines, pharmaceutical and chemical preparations and products, drugs, remedies, etc., and to acquire the business carried on by M. H. Wyse, including the registered trade marks "Anestan" and "Ephazone." The first directors are to be appointed. Solicitors: Romer, Skan & Brashier, 4 Copthall Chambers, E.C.

Bankruptcy Report

Re Edith Maude Marshall, 14 Sun Street, Waltham Abbey, Essex, "chemist." The receiving order herein was made on a creditor's petition recently, and according to the statement of affairs there are gross liabilities of £3,267 5s. 4d., of which £2,758 is expected to rank for dividend. There are net assets of £384 0s. 1d., or a deficiency of £2,373 19s. 11d. Debtor states that her late husband carried on business as a chemist at Waltham Abbey from 1896, and on his death in March 1934 she became entitled to the business at 14 Sun Street, Waltham Abbey, which she has since carried on under management. The business provided debtor with an income of about £250 a year. Early this year debtor guaranteed a loan of £1,800 on behalf of a third party, and in July last also guaranteed about £700 for work carried out for the same party. In August judgment for £782 13s. 4d. was obtained against her under the latter guarantee, and an execution was levied on her effects. Debtor attributed her failure to becoming liable under guarantees given on behalf of a third party. At the adjourned first meeting of creditors held recently at 29 Russell Square, W.C.1, the creditors passed a resolution for the appointment of Mr. Parkin S. Booth as trustee of the estate.

Business Changes

Mr. H. W. Edwards (Francis Newbery & Sons, Ltd., Western Branch) has removed to 24 Bishops Walk, Llandaff, Cardiff.

Mr. M. H. Stone, M.P.S., F.I.O., F.S.A.O. (Glasgow School of Optics), has removed to larger premises at 300 West Princes Street, Glasgow, C.4.

Mr. James Mills, chemist and druggist, 174 Stephenson Road, Newcastle-upon-Tyne, has opened a branch in Newton Road, High Heaton, Newcastle.

Glaxo Laboratories, Ltd., inform us that on and after January 1, 1936, their address will be Greenford, Middlesex. A new group of laboratories, offices and factories has been erected on a fifteen-acre site.

Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts.

Local Reports

Chester.—At the annual meeting of the Chester Insurance Committee on November 21, it was stated that prescriptions dispensed by chemists in the area during the past year totalled 58,708, a decrease of 5,771 on the previous year's figure. The sum paid to chemists was £2,152 (£1,182 being for ingredients and £970 for dispensing fees). The total sum paid to chemists was £185 less than in the previous year. Referring to a number of test prescriptions, the chairman said that one case raised a curious point. A chemist supplied tablets in the same condition as purchased from the wholesaler, but on an analysis it was found that there was a deficiency of the material drug in the tablet. The Committee was fully satisfied that the chemist was blameless and exonerated him, but took the view that as the chemist was under an obligation to supply the ingredient as ordered, the Minister of Health should withhold a sum from the chemists' remuneration, leaving him to take the matter up with the wholesale firm. The Minister had stated he could not admit that a chemist should be immune from action on the ground that drugs or appliances had been supplied or obtained from a wholesaler. The Insurance Committee and the Minister were not concerned with wholesalers, but with the chemist under agreement with the Committee, and it was for the chemist to take such action as he thought fit.

Norwich.—The prospect of Government action to improve and extend the medical service under the National Health Insurance Scheme was discussed by the chairman at a meeting of the Norwich Health Insurance Committee, held at the Guildhall, Norwich, on November 19. Reporting on the annual meeting of the National Association of Insurance Committees, the chairman said that from time to time they in Norwich had tried to stimulate other Insurance Committees and the Government to secure medical benefit for boys and girls between the ages of fourteen and sixteen. Now, however, they were assured that, probably early in 1936, the Minister of Health would introduce a Bill to secure medical benefit, if nothing else, for boys and girls of these ages. Another matter discussed was the Association's continued pressure to secure the extension of medical service to include consultation and diagnostic facilities, and extended service to dependants. They were assured, at least during the election, that a Bill would be introduced very shortly to cover such extensions. It was decided to censure a chemist for carelessness in dispensing a mixture which was found on analysis to be 50 per cent. deficient in one ingredient, and it was recommended that £1 should be deducted from his remuneration.

Portsmouth.—The Insurance Committee considered, at a recent meeting, a report from the Pharmaceutical Service Subcommittee of a case in which a chemist had wrongly dispensed a test prescription. The mixture called for was mist. ferri perchlor., N.F., and according to the Committee's analyst there was a deficiency of 18 per cent. of liq. ferri perchlor. and an excess of 14 per cent. of glycerin. The chemist, in his explanation, agreed with the Committee's analyst and stated that the error was due to a weak solution supplied by his wholesaler. The Committee did not regard the error in the glycerin as serious but recommended that a fine of £1 be inflicted.

Staffordshire.—At the annual meeting of the Staffordshire Insurance Committee Mr. F. Jacks, presenting the report of the Medical Benefit Subcommittee, referred to an extract from the annual report of the Panel Committee stating: "A serious feature is the increase in the number of prescriptions issued by insurance practitioners in the county. The figures have steadily risen from 3.67 prescriptions per insured person in 1931 to 4.07 in 1934, an increase which is not justified by comparison with the average increase in sixteen other areas in the Midlands. For the first six months of 1935 the position is even worse. The Staffordshire increase represents an additional 100,000 prescriptions per annum. This addition is due not only to an increase in the number of forms issued by doctors, but also to a growing and questionable tendency to order two or more medicaments at one and the same time. It is the hope of the Panel Committee that every practitioner in the county will give due regard to this matter."

Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students, 'The Chemist and Druggist,' 28 Essex Street, London, W.C.2."

Qualitative Analysis

A mixture of not more than three salts will form the subject of the next exercise in qualitative analysis. The mixture may contain metallic and acidic radicals occurring in the British Pharmacopœia, or any of the commoner radicals not mentioned in that work, and is to be submitted to a thorough systematic examination, all its constituents are to be detected, and proof is to be given that the substances detected are the only constituents of the mixture.

Students' applications for portions of the mixture of salts (accompanied by a *stamped and addressed envelope*, not a stamp merely) will be received up to Tuesday, December 3, on which day the samples will be posted. Students' reports will be received up to Saturday, December 14. Each report should contain a concise account of the work done, and should include a list of the constituents detected. In this list any substance regarded as an accidental impurity should be distinguished from the essential constituents of the salts composing the mixture.

The analysis announced above form the second exercise in the analytical tournament for the current winter session. The usual monthly first and second prizes in this series of analyses will be awarded only to apprentices or assistants who have not passed in Chemistry in the Preliminary Scientific examination in Great Britain, in the Licence examination in the Irish Free State, or in Chemistry, Part I, in Northern Ireland, which fact *must be attested on their reports*. They will not be awarded to former winners of tournament prizes.

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Monday, December 2

Paisley and District Chemists' Association, Y.M.C.A., Paisley, at 8 p.m. Lecture by Mr. Gordon Rattray, Ph.C.

Tuesday, December 3

Pharmaceutical Society of Great Britain (Bath and District Branch), 9 Kingston Buildings, Bath, at 8.0 p.m. General meeting.

Pharmaceutical Society of Great Britain, Birmingham and District Branch, at Imperial Hotel, Birmingham, 8.30 p.m. Dr. W. Smith on "Heredity."

Liverpool Chemists' Association and Branch, Royal Institution, Colquitt Street, at 8.30 p.m. Mr. R. T. M. Haines, M.A. (Research Department, Crookes' Laboratories), on "Colloids in Medicine and the Oil-Soluble Vitamins."

Wednesday, December 4

Pharmaceutical Society of Great Britain, Blackpool Branch, Queen's Hydro, Blackpool. Annual dinner and dance.

Federation of South-Eastern Pharmacists' Associations, Y.M.C.A. Rooms, High Street, Lewes, at 3.15 p.m. Business meeting. Address by Mr. G. A. Mallinson (secretary of the National Pharmaceutical Union) on "The New Poisons Regulations." The Chemists' Friends scheme will be discussed.

National Association of Women Pharmacists, 17 Bloomsbury Square, London, W.C.1, at 8.0 p.m. Address by Mr. J. W. Haynes on "The Woman in Retail Selling."

Manchester Pharmaceutical Association, Junior Branch and Guild of Public Pharmacists, Manchester Branch, Piccadilly Cinema Dance Salon, 8.0 p.m. to 1.0 a.m. Dance in aid of the Pharmaceutical Society's Benevolent Fund. Tickets, 3s. 6d. single, 6s. 6d. double.

Thursday, December 5

National Pharmaceutical Union, Ipswich and District Branch, Crown and Anchor Hotel, Ipswich, at 8.0 p.m. Address by Mr. G. A. Mallinson (secretary, N.P.U.).

Manchester Pharmaceutical Association and Guild of Public Pharmacists, Victoria Hotel, at 8.30 p.m. Joint meeting. Lantern lecture by Mr. A. E. Speight on "X-Ray Diagnosis and Treatment."

Friday, December 6

South-West London Chemists' Association and Branches, Balham Club, Ltd., Ramsden Road, London, S.W.12. Lecture on "Vitamins" by Dr. S. W. F. Underhill.

Guild of Public Pharmacists, Palace Hotel, Bloomsbury, London, W.C.1. Sixth annual dinner and dance. Guest: Professor J. H. Burn.

After-Dinner Speeches

Wrexham Chemists

The Wrexham and East Denbighshire Chemists' Association held its annual dinner on November 20 at the Wellington Café, Wrexham. Mr. W. Deacon (a member of the Pharmaceutical Society's Council) was the chief speaker, and among the guests were Dr. H. Arwel Thomas, Mr. T. Samuels (principal, Wrexham Technical College), and Mr. Tudor Williams (clerk to the County Insurance Committee). The chairman (Mr. J. B. Francis) proposed the toast of "The Pharmaceutical Society." Mr. W. Deacon, replying, set many minds at rest with an assurance that inspectors appointed under the 1933 Act would be qualified pharmacists instructed to act largely in an advisory capacity. He also dealt with the new premises ; the constitution of the council under the 1933 Act ; the importance of the Society's Pharmacological Laboratories, etc. Sir Leonard Dowland proposed the toast of "The Visitors," and Dr. H. Arwel Thomas replied. Mr. Tudor Williams paid tribute to the integrity of panel chemists. Mr. Knox Mawer (secretary) made an appeal on behalf of the Benevolent Fund.

Howards' Sports Association

The seventy-fifth annual dinner of Howards' Sports Association was held in the new jubilee hall of the works canteen on November 23. Mr. Geoffrey E. Howard was in the chair, supported by Mr. Bernard F. Howard, F.I.C., Lieutenant-Colonel Hugh Lloyd Howard and Mr. James D. Howard, with about 120 of the male employees and friends. After the loyal toast had been duly honoured, the chairman, replying to the toast of "The Firm," referred to the very cordial relations which had always existed between the directors and their employees, relations which were in effect those of a large family all imbued with the one aim. He pointed out the proud position the firm held as manufacturers of fine chemicals, with a world-wide reputation of over 138 years—a reputation built up slowly and surely upon the first-class quality of their products together with scrupulous integrity in their business methods. A policy of expansion had been embarked upon which kept the firm abreast of the times, and the wisdom of this policy had been thoroughly justified by the success of their ventures in the manufacture of new solvents and various other products. Mr. Bernard F. Howard and Lieutenant-Colonel Hugh Lloyd Howard, replying to further toasts, referred to the activities of the social and athletic organisations of Howards' Sports Association, and mention was made of the splendid new jubilee hall built by the firm as an extension to the works canteen. The first speaker said he had just learned of the honour conferred upon Lieutenant-Colonel Hugh Lloyd Howard a few days ago by his Majesty in the award of the Territorial Efficiency Decoration. A capital entertainment followed. Among the guests was Mr. G. Hireson, who held what must surely be a world's record. He had attended every annual dinner since the inception seventy-five years ago—a truly wonderful performance. Mr. Hireson had been an employee of the firm for over fifty-eight years, and had retired on pension in 1924, but was still in vigorous health. During the evening prizes were presented to members of the cricket team and winners of the various events held at the annual sports meeting, also to the prize-winners of the miniature rifle club competitions.

Leeds Chemists

The annual dinner of Leeds chemists, promoted jointly by the Leeds and District Branches of the Pharmaceutical Society and the National Pharmaceutical Union, took place at the Hotel Metropole on November 20, and proved one of the most successful functions in the history of the Branches. The local chairman of the N.P.U. (Mr. F. Midgley) presided. The chief guests were Mr. E. Saville Peck, M.A. (president of the Pharmaceutical Society) and Mr. S. J. Stearn (chairman of the N.P.U. executive). Mr. J. F. Simon, proposing the toast of "The Pharmaceutical Society," offered the congratulations of West Riding chemists to Mr. Peck on his election. Mr. Peck, the speaker believed, had given forty-six years' service to pharmacy. In Leeds they were glad to note the efforts of the Society towards securing dispensing of medicines by or under the supervision of qualified chemists in all hospitals throughout the country. Mr. Peck, responding, congratulated Leeds on the continued success of its Branch and of its School of Pharmacy, now a part of Leeds University. Referring to the new Act, he said probably none of them were entirely pleased with it. They had wanted dispensing included. There remained a need for the work of the pharmacist—his duties, responsibilities and place in the country's health service—to be more clearly defined. The three main factors of the new Act with which they were concerned were the registration of premises, the work of the inspectors, and the Statutory Committee. He supposed the Register of Premises was generally received with some measure of approbation. Every authorised seller of poisons must in the month of January each year supply a list of all premises where he carried on the retail sale of drugs and must pay the necessary fee. Forms for this were already coming in very satisfactorily. Up to date some 1,200 had been registered, and Mr. Peck urged chemists to fill up the forms correctly and so save trouble later. The work of the inspectors, in the main, was to see that all concerns "played the game." Irregularities in compliance with the Act and Rules not only weakened the effect of the safeguards but would confer on those who disregarded them an unfair advantage over those who obeyed. Inspectors would be selected for practical experience, sympathy and common sense. It should not be expected that inspectors would be able to answer every question asked on interpretation of the Act or Rules, but any questions they could not answer would be referred to headquarters. The inspectors should, however, be able to do much by advice to help chemists to solve some of the difficulties and to improve generally the conditions under which practical pharmaceutical work was carried on. Though the advertisement was not to appear until December, the Society had received some 200 applications for inspectorships, but the positions were still open for any who felt inclined to apply. Every effort would be made to avoid inspections at times causing serious inconvenience to the proprietors. The Statutory Committee (continued the president) would begin to function on January 1. He felt sure it would have a valuable influence in creating a standard of pharmaceutical ethics. Matters of a purely business nature—such, for instance, as the relationships between employer and employed—would not come within the jurisdiction of the Statutory Committee. He hoped it would be a long time before there was any case. Considerable encroachment was being made on the chemists' calling by various trades, and the Council of the Society was out always to protect the position of the qualified man whether in pharmacy, hospital or manufacturers' laboratory. The speaker was convinced that no reasonable expense should be spared in building and equipment of the new headquarters. The present premises were probably regarded as extravagant when they were taken 100 years ago. It was for the branches to see to the heritage being guarded in the local areas.

Mr. Norman H. Burns (vice-chairman of Leeds Branch of the National Pharmaceutical Union), proposing a toast to the Union, paid a glowing tribute to the work of the Executive and headquarters staff, and wished them continued success. He regarded the Chemists' Friends scheme as one of the most important products of their movement. They had in Leeds a loyal and enthusiastic branch. Through its efforts they had undertaken dispensing under contract with the Public Assistance authorities and this, apart from the financial benefit—which, incidentally, was shared by non-members—did much to establish their claim that the retail chemist was the proper person to undertake such work. Mr. Stearn, in reply, said that, with the co-operation of the members, the N.P.U. could do a much greater work for pharmacy than it had yet done, but it demanded sustained loyalty from the members. In the Chemists' Friends scheme the chemist had the great opportunity to reassert himself, but loyalty would be required from the chemist as perhaps never before. Mr. Stearn appealed for greater support of the Chemists' Provident Society. Mr. F. C. Wilson (chairman of the Bradford Branch of the Pharmaceutical Society) replied to a toast to "The Ladies and Visitors," proposed by Mr. W. Eaddie (vice-chairman of the Leeds Branch). Mr. G. C. Crummack (secretary of the Leeds Branch) proposed a toast to the chairman in humorous terms, and voiced thanks to Mr. Harold Haw, who had, as for many years past, acted as accompanist.

Trade Notes

COUNTER DISPLAY STAND.—Burroughs Wellcome & Co., Snow Hill Buildings, London, E.C.1, have produced an attractive display stand which is intended to carry a carton of Kepler cod-liver oil with malt extract. The stand, which is 14½ in. high, is printed in colour; copies may be obtained on application.

NEW SHOWROOM AT MANCHESTER.—D. Mawdsley & Co. have opened a new showroom for chemists at 4-6 Riga Street, Hanover Square, Shudehill, Manchester. In addition to the display of druggists' sundries, there is a special seasonal display of Christmas lines. The showroom is fitted as an up-to-date pharmacy, and Messrs. Mawdsley inform us that they are now in a position to quote for the complete designing and fitting of pharmacies.

NEW MEDICINAL PRODUCT.—Coates & Cooper, Ltd., 94 Clerkenwell Road, London, E.C.1, direct our attention to a new speciality described as cerocol, which is intended for use in the treatment of all types of vomiting. Cerocol is a preparation of colloidal cerium oxalate. It is issued in the form of tablets (12 to a box), which are said to be non-poisonous. During 1936 the attention of the medical profession will be directed to this new product.

REDUCTION IN PRICES.—Lacoste et Cie., 15 Three Crown Square, London Bridge, S.E.1, inform us that a reduction in the prices of Dentifrice Lacoste and Savon Dentaire Lacoste has been made, and the trade discount has been increased.

MAKTOR SAFETY RAZOR.—The Maktor Safety Razor Co., Ltd., 87 Southwark Street, London, S.E.1, have introduced a new type of razor. The blade is triangular in shape, and it is claimed that it offers alternative settings for all types of hair, and in addition is specially suitable for tender skins. Supplies are obtainable through the usual wholesalers.

POWDERED LIQUORICE EXTRACT.—Macandrews & Forbes, Ltd., Bush House, Aldwych, London, W.C.2, are offering a powdered extract of liquorice juice guaranteed pure and with high glycyrrhizin content. This extract is packed in barrels of 110 lb. each.

YARDLEY OF LONDON.—Yardley & Co., Ltd., Old Bond Street, London, W., have issued a handsomely-printed and bound brochure dealing with the history of the firm since 1770 to the present day. An interesting narrative is unfolded concerning the history of the Yardley family in addition to the story of the firm. The edition has been printed for private circulation only.

SHAVING SET.—James Neill & Co. (Sheffield), Ltd., Napier Street, Sheffield, 11, have recently issued a Christmas razor pack which includes an "Eclipse" Red Ring razor and seven packets of "Eclipse" blades, the set being packed in a Christmas design box. Details of the full range of "Eclipse" articles for Christmas gifts are obtainable on application.

THE TOXIC STEAK.—Addressing the Royal Medical Society in Edinburgh, recently, Sir Walter Langdon-Brown ("The Lancet," 5852, 970) said that the medical profession was apt to develop cults, such as that which considers excess of uric acid in the blood to be a cause of many ills. This cult had developed to such an extent that he had heard a physician express the belief that a man never completely gets over the effects of eating a rump steak. Uric acid was now known to have little or no poisonous effect on the body.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1935, p. 323.

(From "The Trade Marks Journal," November 6, 1935.)

"ASTRAFUR"; for fur powder puffs (48). By R. E. E. Groner, 23 Australian Avenue, Barbican, London, E.C.1. 562,712.

"SCURVONE"; for a toilet preparation for the hair (48). By J. Stuart, 64 Lauriston Place, Edinburgh. 562,827.

(From "The Trade Marks Journal," November 13, 1935.)

"POROPHYL"; for chemicals (1). By Horticultural Chemicals, Ltd., 6 Spout Yard, Louth, Lincs. 563,426.

"TRIFLORIOL"; for chemicals (1). By British Dyestuffs Corporation, Ltd., Millbank, London, S.W.1. 563,469.

"ODIC"; for liquid insecticides (2). By Joseph Brooks & Co., Ltd., 42 Shudehill, Manchester. 563,455.

"PEDAVITA"; for medicated preparations for the feet (3). By Alice Entwistle, The Pedavita Co., 136 Sloane Street, London, S.W.1. 562,226.

"REDEX"; for lotions for obesity (3). By Heitz Products Co., Ltd., 85-86 New Bond Street, London, W.1. 562,230.

"VIMATONE"; for medicinal chemicals (3). By Garfield Carse, 7 Devonshire Street, London, W.1. 562,561.

"TORSOL"; for an ointment for flesh wounds (3). By Leo Katzenstein, 112 Great Titchfield Street, London, W.1. 562,581.

"PERANDREN"; for all goods (3). By Society of Chemical Industry in Basle, 141-227 Klybeckstrasse, Basle, Switzerland. 562,715.

"STOCUT"; "BOJESTON"; for medicinal chemicals (3). By Invicta Proprietaries, Ltd., 6 to 16 Gallowgate, Newcastle-on-Tyne. 563,254/128.

"MEDIPEAT" on design incorporating signature "K. Barr"; for medicated meat paste (3). By K. Barr & G. W. Haycock, 193 Broomloan Road, Glasgow, S.W.1. 563,037.

"EDIMAR"; for medicinal chemicals (3). By Sarah E. Jeffries, "Oaklands," Fawley, Hants. 563,445.

"IFRICO"; for medicinal chemicals (3). B. W. J. Heatrick, 288 Clifonville Road, Belfast, N. Ireland. 563,574.

"CROK"; for sachets for waving the hair (48). By The H.O. Manufacturing Co., Old Town, Clapham, London, S.W.4. 562,188.

"LYNDUX"; for perfumery, etc. (48). By W. Lynd & Co. (1929), Ltd., Bowman Lane, Leeds, 10. 562,947. (Associated.)

"BASSATIS"; for perfumery, etc. (48). By A. & H. Bassat (London), Ltd., 28-37 Easton Street, London, W.C.1. 563,678.

"LASSOPHANE"; for cellulose or viscose adhesive tape (50). By Beiersdorf, Ltd., Bessemer Road, Welwyn Garden City, Herts. 561,530. (Associated.)

(From "The Trade Marks Journal," November 20, 1935.)

"SILIMAT"; for chemicals (1). By Silexore, Ltd., 5-11 Theobalds Road, London, W.C.1. 562,588. (Associated.)

"WHITOL"; for chemicals (2). By. T. S. Whittle, 49 Princess Street, Manchester, 2. 562,097.

"LIQUOR CARBONIS DETERGENS"; for an alcoholic solution of coal tar for veterinary and sanitary purposes (2) and for toilet purposes (48). By Wright, Layman & Umney, Ltd., 44-50 Southwark Street, London, S.E.1. 563,609/610. (Associated.)

"L.M.S. LYONS' MORNING SALINE" with design of lion and rising sun ("L.M.S.," "Lyons" and "Morning" disclaimed); for medicated saline preparations (3). By C. L. Lyons, 12 Beechcroft Avenue, Golders Green, London, N.W.11. 562,460.

"SYMPACRINOL"; for medicinal chemicals (3). By E. G. Schoengrun, 19 Avenue Victor-Hugo, Paris 16. 560,892.

"SANIFRICE"; for medicinal chemicals (3) and for perfumery, etc. (48). By Boots Pure Drug Co., Ltd., 37 Station Street, Nottingham. 562,627/628. (Associated.)

"PHOSPHOLL"; for medicated preparations of phosphorus (3). "TRANSERMINE"; for medicated preparations (3). By Dr. A. Bauer & Co. G.m.b.H., 3 Passauerstrasse, Berlin, W.50. 561,342.

"LEO"; for hormon and biologically standardised preparations (3). By A. J. H. Kongsted, 19 Bronshojvej, Copenhagen, Denmark. 562,560.

"CASSANDRA" with design of shield in centre; for medicinal chemicals (3). By F. H. Pugsley, 9 Midcroft, Ruislip, Middlesex. 563,409.

"FORMADERMINE" and "LEUCARSONE"; for medicinal chemicals (3). By May & Baker, Ltd., 42/43 St. Paul's Churchyard, London, E.C.4. 563,523/813.

Births

Notices for insertion in this column must be properly authenticated

WALLER.—At New Malden, on November 27, the wife of Owen H. Waller, M.P.S. (Editorial staff, THE CHEMIST AND DRUGGIST), of a son.

Marriages

HUGGINS—BUTTERWORTH.—At St. John's Church, Facit, Rochdale, on November 12, the Rev. R. W. Lynton Huggins, B.A., to Marion Butterworth, chemist and druggist.

MACKIE—FRASER.—At Trinity Church, Crown Street, Aberdeen, on November 19, Alexander Irvine Mackie, chemist and druggist, Peterculter, to J. L. Fraser.

McQUITTY — HAIRE. — At Mountpottinger Presbyterian Church, Belfast, on November 15, by the Rev. M. A. Thompson, B.A., Henry McQuitty, M.P.S.N.I., to Mabel Violet Haire, 100 Donegal Pass, Belfast.

SMITH—WEBB.—At St. Mary's Church, Wrexham, on November 14, Francis Norman Smith, F.N.A.O., chemist and druggist, eldest son of Mr. Algernon Smith, Penshurst, Grosvenor Road, Wrexham, to Phyllis, youngest daughter of Mr. C. A. Webb, Wrexham.

STRACHAN—HYNES.—At St. Andrew's Church, Dalhousie Square, Calcutta, on November 20, William Livie David Strachan, chemist and druggist, to Florence Anne Hynes.

Deaths

ALEXANDER.—At Ivy Neulk, Kelso, on November 25, suddenly, Mr. William Maxwell Alexander, chemist and druggist and optician. Mr. Alexander qualified in 1889.

ARKLE.—In hospital, on November 23, Mr. Oscar Blount Arkle, L.P.S.I., 9 Merrion View Avenue, Sydney Parade, Dublin. Mr. Arkle qualified in 1903.

AUSTIN.—On November 1, Mr. George Leonard Austin, chemist and druggist, 52 Rectory Grove, London, S.W.4, aged eighty-one.

COOPER.—At Bognor Regis, on November 14, Mr. Charles Thomas Cooper, chemist and druggist, 8 West Street. Mr. Cooper qualified in 1907.

FOWLER.—At Horningsham, recently, Mr. Henry Fowler, retired chemist and druggist, for many years in business at Frome, aged sixty-seven.

HODGES.—At Sheffield, on November 11, Mr. Thomas Walter Hodges, chemist and druggist, aged seventy-four.

HUGHES.—At Southwick, Sussex, on October 29, Mr. John Jarvis Hughes, chemist and druggist, aged forty-seven.

MILLION.—At Fleet, Hants, on October 25, Mr. William Leybourne Million, chemist and druggist, aged fifty-two.

MILNE.—Recently, after a brief illness, Mr. Peter Duffus Milne, M.P.S., F.B.O.A., 257 Wimbledon Park Road, London, S.W.18, aged fifty-eight. Mr. Milne served his apprenticeship to the late Mr. Cruickshank, chemist, Bucksburn, Aberdeenshire. After qualifying and gaining further experience in England, he commenced business in Market Street, Aberdeen. He remained there until 1923, when for health reasons he went to London. In recent years he specialised in optical work. Mr. Milne is survived by a widow, three sons and four daughters.

MORGAN.—On November 18, suddenly, Mr. Reginald Lawson Morgan, chemist and druggist, County Road, Swindon, aged forty-six. Mr. Morgan was a member of the Wiltshire Insurance Committee and a prominent freemason. He leaves a widow and son.

RIGBY.—At 78 Upper Sheffield Road, Barnsley, on November 10, suddenly, Mr. Charles Rigby, Ph.C., son of Mr. W. Rigby, chemist and druggist, aged thirty-three.

Personalities

MR. H. G. TOY, chemist and druggist, Derby, has been elected chairman of the Derbyshire Insurance Committee.

MR. H. B. FIGG, chemist and druggist, Berkhamsted, has been elected a vice-president of the local chamber of trade.

MR. EWART WOOLLEY (Cupal, Ltd., manufacturing chemists), Blackburn, is to contest a municipal by-election in St. Silas's ward.

DR. P. C. C. ISHERWOOD, O.B.E., Ph.D., F.I.C., who has been a director of W. J. Bush & Co., Ltd., Hackney, London, E.8, since 1915, has been appointed joint managing director of the company.

COUNCILLOR D. J. BAILEY, J.P., chemist and druggist, vice-chairman of Blackpool Insurance Committee, whose services were recognised by a special resolution of thanks recently, has held the office for nearly twenty years.

AMONG those who were formally admitted to the degree of Doctor of Science in the University of London on November 21 was Dr. Ernest J. Parry, whose distinguished career was outlined in our issue of May 21 (p. 625). The Chancellor of the University (the Earl of Athlone) presided at the ceremony.

MR. FREDERICK YOULDON, Basinghall Street, London, E.C.2, was presented, on November 21, with an antique silver salver in recognition of his services as chairman of the committee of the City Corporation which made arrangements for the reception at Guildhall to the delegates of the International Parliamentary Conference in October.

CERTIFICATES OF NATURALISATION have been granted to H. R. Napp, managing director, Pilgrims Wood, Silverdale Avenue, Walton-on-Thames; S. Shedletsky, drug store proprietor, "Sunnyside," Dumbarton Road, Brixton Hill, London, S.W.2; H. H. M. Tenenbaum, medical practitioner, 149 Walworth Road, London, S.E.17.

MR. S. N. PICKARD, J.P., chemist and druggist, Ossett, was the recipient of various presentations in recognition of his services on behalf of the chemists of the West Riding of Yorkshire at a gathering of chemists at Leeds on November 20. Mr. Pickard has been a member of the West Riding Pharmaceutical Committee for twenty-one years and chairman for the past twelve years. He has represented the chemists of the West Riding on the Insurance Committee for twenty-three years and on the Council of the Proprietary Articles Trade Association for forty years, being president in 1913. He was formerly a member of the Executive of the National Pharmaceutical Union and the old Local Associations Executive, and is a past-chairman of the Chemists' Defence Association. The secretary of the committee (Mr. J. T. Appleton, Sheffield) read a "greetings" telegram which had been received from a fraternal organisation known as "The Good Companions," Bridlington. Mr. J. P. Norwood (vice-chairman), Wath-on-Dearne, presented a gold watch to Mr. Pickard, and Mr. Swire, Halifax, presented an illuminated address. Mr. Horace Stringer, Hunslet, presented a cheque on behalf of the West Riding chemists with a few appropriate words, and tributes were also paid by Messrs. Craven, Helestine, W. Akroyd, Green, Judge, Matthews, England, and others. Mr. Appleton handed to Mr. Pickard a further gift in the form of a large packet containing letters of appreciation from his fellow chemists in the West Riding, and expressed also his personal tribute. Mr. Pickard, responding, warmly acknowledged all the kind things said about him, and declared that he had only done what he had believed to be his duty.

Wills

MR. WILLIAM GEORGE WHITNEY, 4 Charles Street, New Ross, co. Wexford, chemist, who died in Dublin on August 23 last, left personal estate in England and the I.F.S. valued at £11,095.

MR. SIDNEY HUTCHINSON CARR, 277 Southbourne Grove, Westcliff, Southend-on-Sea, formerly a partner in the firm of Sangers, of Euston Road, N.W.1, chemists and druggists, died on October 14 last, aged sixty-eight, leaving estate gross value £25,352, with net personalty £16,887.

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Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

D/281. Cremona plaster of paris bandage
E/271. Electro-Silicon
M/261. Flaviplast bandages
A/261. Matavine
B/271. Mendelex
H/251. Myres Oil
P/231. Orbal (for slimming)
W/201. Safety First toilet paper
M/261. Saville's sanitary towels
B/281. Verity non-spilling medicine spoon

THE
CHEMIST AND DRUGGIST
VOL. CXXIII. November 30, 1935 NO. 2912

Collective Advertising for Chemists

In last week's issue of The Chemist and Druggist (p. 627) a report was given of a meeting held by the Bradford Branch of the National Pharmaceutical Union at which collective advertising was discussed. The vigour of the discussion is a refreshing counterblast to the suggestion that chemists are apathetic in matters relating to the improvement of trading conditions. However true this may be in other parts of the country (and it is doubtful whether there is any serious degree of apathy), it certainly does not exist in Bradford, and the chemists of this town are to be congratulated in their method of dealing with what is a national problem. Other trades have used the idea of collective advertising, apparently with great success. It is only necessary to recall to mind the slogans adopted by the important producers of national foods, beverages, and even luxuries, to recognise this fact. For example, in the flower trade, a slogan which must have become familiar all over the country is "Say it with flowers." The brewers have their particular injunction, and so have the bakers and milk producers. Chemists are unfortunately less able to single out a prominent national product which is peculiarly their own. Obviously, therefore, the scheme of collective advertising adopted by the large producers referred to cannot be used by the retail chemist. The Bradford chemists were fully aware of this important point, and adopted a scheme which it was thought would be effective in their own town. According to the report published last week, the results have been disappointing and, in fact, the existing scheme has been dropped. With commendable vigour, however, it has been agreed that a meeting be called to consider whether any other collective advertising scheme should be embarked upon.

It is to be hoped that Bradford chemists, with their experience, will continue to seek for a successful scheme so that not only may local chemists benefit, but chemists in other parts of the country may be able to take a leaf, as it were, out of Bradford's book. One of the weaknesses of the scheme was the appearance of chemists' names and addresses in the advertisement. Mr. Sullivan made the excellent suggestion that the advertisements should have concentrated chiefly on a slogan or catch phrase, and the names and addresses of the chemists concerned should be announced later. Another criticism, put by Mr. Taylor, was to the effect that unless the public to-day were "hit in the eye" with a message they would not stop to read it. This is an elementary fact which is often lost sight of, and is an excellent paraphrase of the old slogan recognised by advertising experts that your message should ensure that "he who runs may read." A plea that the word "chemist" should be stressed and not the letters M.P.S., was the contribution made by Mr. Richardson, and he brought in the telling argument that the public speak of going to a "chemist." To the general public "M.P.S." or "pharmacist" has little or no meaning. In this connection it is perhaps unfortunate that in the 1933 Pharmacy and Poisons Act the chemist has become a "registered pharmacist." To digress for a moment, it is obvious that although present and future legislation may be in the direction of substituting the word "pharmacist" for "chemist," it is bound to take many generations before the public will describe the chemist as "pharmacist." It is not too much to say that the title "chemist" should have been cherished as one of the most valuable descriptions of our craft, especially as we alone have a legal right to use it.

To return to collective advertising. So long as individual pharmacists insist on individual recognition, collective advertising functions imperfectly, and it can be undertaken successfully only by multiple shops or chain stores in addition to the trades indicated. Such collective advertising as may be afforded by the use of a suitable slogan, however, must be backed up by the chemist's own individual efforts. As the retailer of quality medicines, the chemist is in a unique position, and it is for him to utilise to the full his window and counter space with this object in view. It is of special interest to note in an American contemporary, that Professor Fuller, of the Connecticut College of Pharmacy, puts forward this suggestion for a new slogan, "In Business for your Health." He states that unofficially there are 6,000 different slogans for recognition by the long-suffering public, yet he is able to point out that co-operation in advertising is so far ahead of competition that 4,500 florists all over the United States increased the sale of cut flowers by more than 400 per cent. in seven years. Professor Fuller's suggestion is that the same thing can be done in America by means of the slogan "In Business for your Health." He adds the truism which every chemist in this country knows, that the pharmacist must develop a forceful, friendly personality. Any retailer can hand a packet over a counter; but the chemist is especially fitted to give an intelligent commentary, on suitable occasions, on everything he sells, and it is this form of service which will attract customers to the chemist's shop rather than to that of the general merchant and stores where the individuality of the customer is translated into ciphers on a pay-in slip.

Progressive Chemical Production

The Report on the Import Duties Act Inquiry (1933), recently published by the Stationery Office, is a volume of 329 pages, almost entirely composed of quantity and value statistical tables of production, imports, exports, etc., during 1933 of a number of our leading manufacturing industries, with, in some instances, comparative figures for 1930. About 28 pages only refer to "Chemicals, Dyestuffs and Drugs." This small section might have been published separately and put on sale at a much lower figure than 5s., the price of the whole volume.

The total value of productions of the "Chemicals, Dyestuffs and Drugs" group during 1933 was £56,176,000, compared with £50,393,000 in 1930, while the value of the 1933 output, if calculated on average prices ruling in 1930, amounted to £60,842,000. These figures give a production increase for 1933 compared with 1930 of 21 per cent., and indicate that average sales prices were lower in 1933 than in 1930. In 1933, 68,335 operatives were employed in this group, a decline compared with the 1930 total of 70,475, but the average output per operative increased from £355 in 1930 to £452 in 1933. Bearing in mind the lower level of values in 1933, these figures are remarkable and indicate greater efficiency. Administrative staffs increased from

14,689 in 1930 to 15,389 in 1933, which, with the operative figures, suggests that the movement in favour of rationalisation of recent years, tends to lessen the number of operatives and increase the administrative staffs of an industry.

Referring to the returns given for individual products, we find that home production of quinine and salts amounted to 1,831,000 oz., of which 1,087,000 oz. (59·4 per cent.) was exported; retained imports totalled 1,159,000 oz., which gives a total home consumption of 1,903,000 oz., of which 39·1 per cent. was home produced. The figures for aspirin are of unusual interest. Home production in 1933 was 1,231,000 lb., of which 134,000 lb. (10·9 per cent.) was exported; retained imports amounted to 45,000 lb., giving a total home consumption of no less than 1,142,000 lb. (96·1 per cent. home production). Converted into grains, it represents roughly 1,600,000,000 5-grain tablets, or, on a basis of a population of 44¾ millions, about 36 tablets a year for each man, woman and child in the United Kingdom. Comparative figures for 1930 for aspirin are not given. The home production of acetic acid in 1930 was only 4,500 tons; by 1933 it had increased to 21,600 tons, of which only 300 tons were exported; retained imports of this acid fell from 10,000 tons in 1930 to 8,300 tons in 1933. The 1933 production of salicylic acid and all salicylates (excluding aspirin) was 3,899,000 lb. (500,000 lb. exported), compared with 2,581,000 lb. (75,000 lb. exported) in 1930. Retained imports also increased from 108,000 lb. in 1930 to 137,000 lb. in 1933. Bromine and bromides production in 1933 amounted to 8,500 cwt. (2,500 cwt. exported), which was nearly double the 1930 figure of 4,800 cwt. (200 cwt. exported); retained imports were 10,600 cwt. in 1933, against 7,300 cwt. in 1930. Home production of camphor fell from 900 cwt. in 1930 (100 cwt. exported) to 600 cwt. in 1933 (100 cwt. exported); retained imports, however, increased from 5,100 cwt. in 1930 to 8,200 cwt. in 1933. Chloroform production in 1933 was 680,000 lb. (100,000 lb. exported), against 618,000 lb. in 1930 (87,000 lb. exported); imports were negligible. The production of formaldehyde in 1933 was more than double that of 1930, the figures being 154,600 cwt. and 72,500 cwt. respectively; retained imports in 1933 were 4,000 cwt. less than the 1930 figure of 16,300 cwt.

In the tables of production only we find the home output of reagents in 1933 was 928,000 lb., valued at £37,000, compared with 700,000 lb. production in 1930, worth the higher figure of £64,000. Technical fine chemicals produced in 1933 amounted to 6,513,000 lb. (£300,000), compared with 4,483,000 lb. (£228,000) in 1930. In 1933 production of medicinal fine chemicals totalled 5,120,000 lb. (£587,000), with no comparative figures given. The output of synthetic perfumery chemicals and isolates and their derivatives declined from 581,000 lb. (£80,000) in 1930 to 317,000 lb. in 1933, but the value is recorded at the higher figure of £138,000. Essential oils production increased from 259,200 lb. (£143,000) in 1930 to 356,600 lb. (£123,000) in 1933.

A Story of Oxytocic Drugs

An elaborate monograph on "The Merits and Demerits of Oxytocic Drugs in the Post-partum Period" appears in the Proceedings of the Royal Society of Medicine for October from the pen of Mr. Chassar Moir, F.R.C.S. Ed., who, it will be remembered, discovered ergometrine in collaboration with Mr. H. W. Dudley (*C. & D.*, 1935, I, 363). One of the points of interest to pharmacists in this paper (which for the most part is highly technical) is that the prolonged administration of ergot or its alkaloids—by a nurse, for instance—may lead to gangrene of the extremities. The author passes in review the various substances used *post partum*, and gives several tracings by way of illustration. Ergot alkaloids are discussed with special reference to ergometrine; other substances treated include pituitary extract and histamine.

Artificial Radioactivity

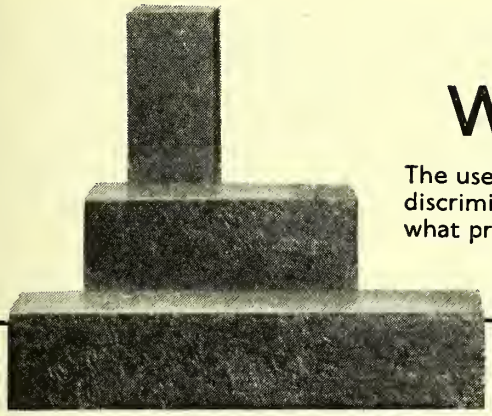
For some time past it has been increasingly evident that the collaboration of the physicist with the chemist is producing results of the first importance in the investigation of the structure and properties of the atom. On November 22 Professor F. Paneth, of the Imperial College of Science and Technology in London, took up this theme at Newcastle-upon-Tyne with reference chiefly to radioactivity. The production of artificial radio-elements, he said, was of special interest for the chemist, as up to the present the quantities produced by artificial transmutation were too small for a purely chemical examination; if, however, the newly formed elements were radioactive, the much higher sensitivity of electrometric apparatus could be used for a study of their chemical properties. Artificial radio-elements could be produced in many ways—by bombarding the elements with various kinds of rays of radioactive substances; with hydrogen or deuteron particles accelerated by electric fields; with x-rays; with neutrons. The efficiency of neutrons in transforming elements depended largely on their velocity, and was in most cases much increased by slowing down the neutrons by collision with hydrogen atoms. A few elements possessed a special facility for absorbing slow neutrons. Among the many interesting features in the new science of artificial radioactivity were the creation of at least one new radioactive series and the production of elements of higher atomic number than uranium. On the practical side the artificial radio-elements might be used in the same way as the natural ones as indicators in the study of various chemical, physical, and biological problems.

Research in Carcinoma

In the course of an article in "The Journal of the American Medical Association" (105,19,1520) entitled "Growth, Normal and Abnormal," Dr. William Boyd, of the University of Manitoba, refers to the possibility of inhibiting the development of tar carcinoma in mice. The bearing of this observation on the study of cancer in human beings is obvious. Dr. Boyd writes:—

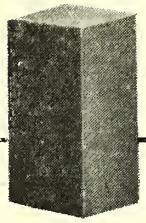
The question may be asked, To what extent is it possible to modify conditions in the experimental animal so that the action of the carcinogenic agent may be modified? In answer to this question some experiments by Dr. J. R. Davidson, of Winnipeg, although still in a preliminary stage, have yielded some interesting results. Davidson was struck by the fact that mice in which tar cancer develops resemble in many ways mice suffering from vitamin E deficiency. The apparent parallelism suggested that a deficiency of vitamin E and a carcinomatous condition induced by tarring produced general metabolic disturbances of comparable nature, and that a diet unusually rich in vitamin E might inhibit the development of cancer. At the commencement of tarring the mice were transferred to a diet containing wheat germ cereal, wheat germ oil, and lettuce. In the last of Davidson's experiments, of nine mice on an ordinary diet all died of tar cancer, whereas of ten mice on a high vitamin E diet cancer did not develop in any. It would appear that a diet rich in vitamin E renders mice more resistant to the carcinogenic factor in tar than does a normal diet, but Davidson is careful to point out that such a diet is also rich in vitamins B and B_2. Whatever may be the precise factor concerned, this is apparently an example of the constitutional make-up of an animal being so altered that it becomes resistant to the extrinsic carcinogenic agent.

Anti-gas precautions for shipping.—The seventh of a series of booklets on the subject of air raid precautions has been issued by H.M. Stationery Office under the title "Anti-Gas Precautions for Merchant Shipping" (price 3d.). In six chapters, the booklets treats of the effect of gas attack on shipping; port anti-gas organisation; decontamination of ships; precautions in merchant ships in time of war, afloat and in port; and methods of dealing with contaminated cargo. The booklet consists of forty-one pages, size 6½ in. by 4 in.

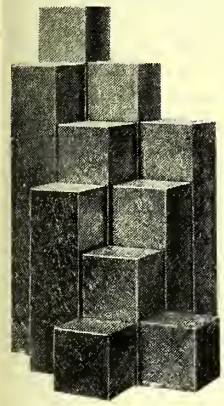


"CUBIST" Window-Display

The use of rectangular prisms in display requires discrimination, but it has unlimited possibilities. By what principles should it be guided and by what standards judged?

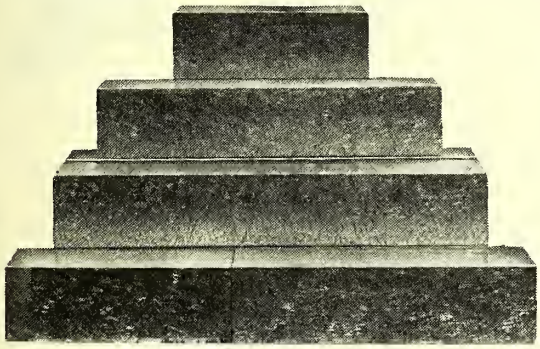


DISPLAY "cubes" lend themselves to many free and formal arrangements. They can be erected in open formation like stalagmites, massed into solid pyramids, ranged in ascending rows or "stepped" horizontally. To treat them simply as pedestals for supporting glass ovals or shelves is to limit their usefulness needlessly. They have certainly been effectively used in this manner, and two examples are given in these pages in which they have proved themselves a pleasing variant to oak or metal stands. In this mode, however, they suffer from the defect of what is, in other arrangements, their strong point. They limit the eye's vision. Pedestals hardly impede vision through the glass and between the supports. Prisms make the eye turn back. New arrangements should be aimed at, in which this distinctive geometrical property is embodied. The first requisite is to obtain prisms of correct size and proportion. The length of each cube should be a simple multiple of the square section. A suitable section is 6 inches. A "nest" of five lengths, 6, 12, 18, 24 and 36 inches respectively, packs neatly into a rectangle. Prisms in correct arithmetical progression largely eliminate experimenting to find harmonious levels and groupings. They are always in agreeable proportion. Another point is that they can be used to make horizontal "steps" of equal length, using two of the smaller to correspond with one of the larger sizes.



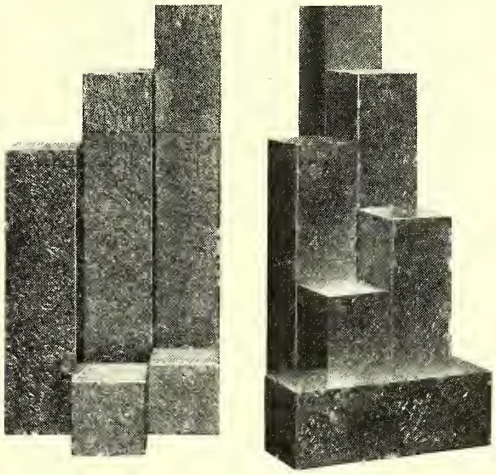
Horizontal or Vertical?

"Stepping" is an extremely useful device for displaying small items to advantage. Shapes are sharply silhouetted against a plain background and equal illumination is given to each article. Similar products can be placed side by side for logical comparison without either marring or monopolising the full display. Horizontal arrangements tend, however, to appear static. Erected blocks yield more varied and "dynamic" displays. Several closed pyramidal formations are possible, their suitability varying according to the nature of the goods. "Open" pyramids are not always so happy. They are likely to concentrate attention on the supports rather than on the goods supported. To avoid this, it is advisable to place the blocks, if not in juxtaposition, more than block-width apart. This eliminates awkward and confusing spaces. The effect of the open pyramid, without its disadvantages, can be achieved if the prisms are put in "single file" descending from a rear central height to lower flanks, leaving the foreground free for a display of contrasting character. With a scenic background, cubist "staircases" at the extreme right and left of the window are economical of space. Other symmetrical groupings will suggest themselves to the window-dresser.

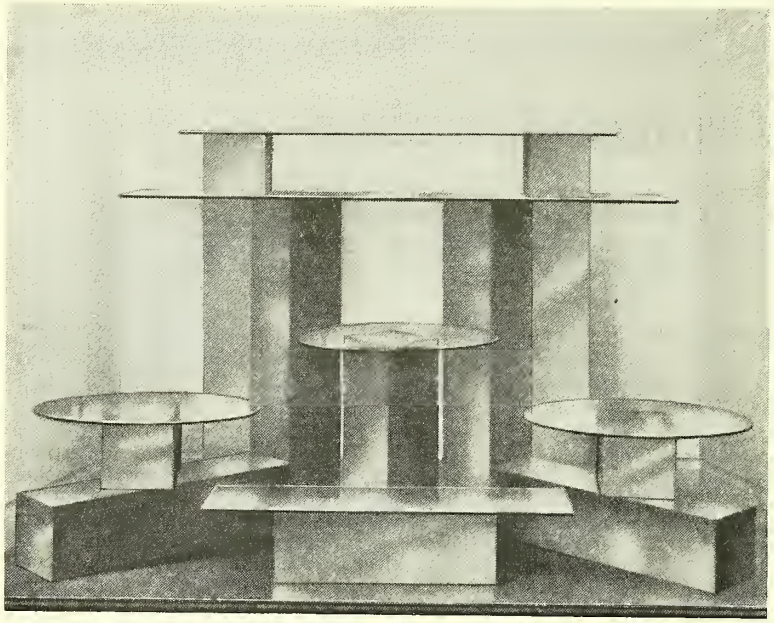


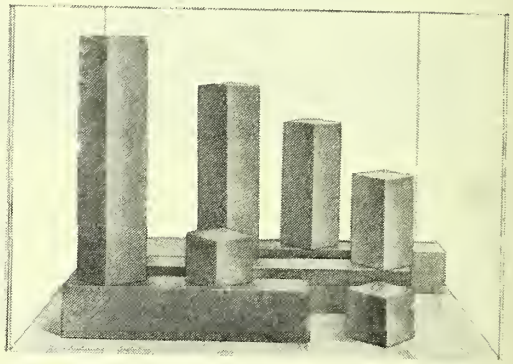
"Free" Groupings

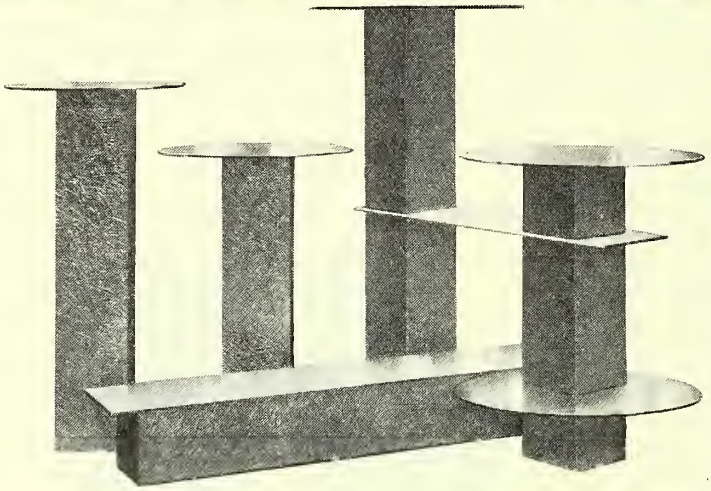
The use of blocks for free or asymmetrical groupings has not been developed to any extent in this country, although the displays of certain continental countries, notably Germany, provide evidence of great possibilities. Arrangements, though free, should not be haphazard. The principles of balance still hold, though less obviously. "Free" balance is one of masses rather than of shapes, and corresponds roughly to that embodied in many modern buildings. A large mass may be off-set by a much smaller one, depending on their relative positions. Thus an elaborate formation on the left may be balanced by a single cube on the right. The display man must think in terms of planes, angles and position "in space," instead of in distances duplicated on either side of a centre-line. The results amply justify the attempt. Single articles can be brought into prominence; groups can be made according to the purpose of the goods, instead of to their position; effective displays can be made with a minimum of articles; "cubes" can be employed to link, or to isolate; to lead the eye forward, or to bar its path. The style, in fact, gives great scope to the

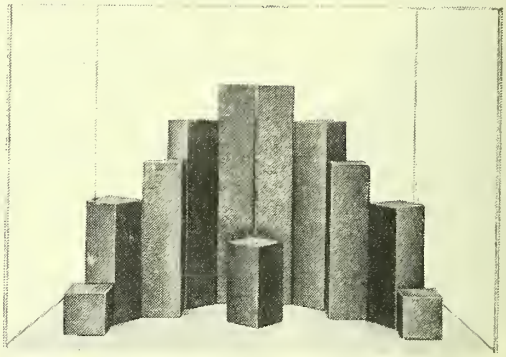


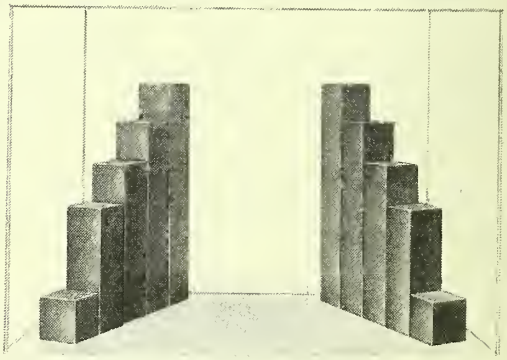
Display Groupings with "Cubes"

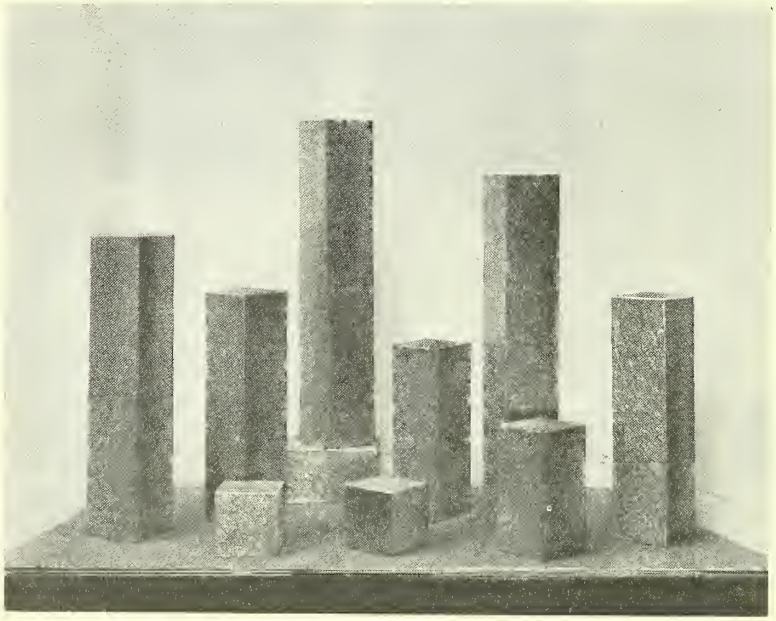


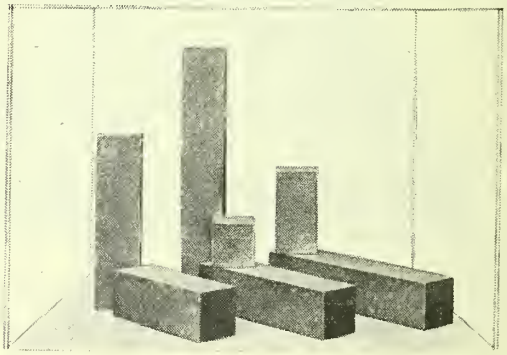












window-dresser in expressing his ideas, or in selecting selling points to feature. Large showcards can be treated as integral parts of the display. Smaller showcards can be affixed to the blocks themselves, to the background, or to the floor, to "echo" a grouping. Characteristics of a good "cubist" display which stamp it as "modern" are rhythm, balance and simplicity. Rhythm comes of itself if the blocks are progressively placed according to size. "Optical balance" is something to which it is difficult to apply a set of rules despite its importance. Absence of it jars, even if its presence may, and should, pass unnoticed. "*Ars celare artem.*" Simplicity, it should be remembered, may be the "simplicity of genius," or its opposite extreme—banality. The display man who fears that he is unable to achieve the first should introduce sufficient variety to avoid the second.

Illustrated in this article are formations demonstrating, on the first page: a "closed" pyramidal grouping, horizontal "stepping," and unequal groups used to "balance" one another; on the second page: left, a symmetrical massed grouping making use of glass shelves and ovals, a "free" grouping of similar units, and a "stalagmitic" arrangement of display blocks; right, two "free" and two symmetrical formations. That at the top shows a "rhythmic" effect with the erect blocks and differentiation of planes in those placed horizontally. In the second the blocks are used to form a solid background. The third leaves space free for a contrasting type of display.

Display "cubes" used in this article were supplied by Display Craft, Ltd., 68 York Road, Waterloo, London, S.E.1.

Pharmaceutical Society of Northern Ireland

Council Meeting

The monthly meeting of the Council was held on November 15 in the Society's offices, 73 University Street, Belfast, the president (Mr. W. S. Taylor) in the chair. There were present also Messrs. Samuel Gibson (vice-president), R. I. Edwards, W. C. Tate, J. T. Nicholl, Charles Abernethy, H. F. Moore, W. Martin, H. F. Forrest, James McDowell, J. F. Grimes, James Glendinning, Sir Thomas McMullan and Dr. Acheson. Mr. D. L. Kirkpatrick (secretary) was in attendance. Apologies for absence were received from Mr. S. S. Badger and Professor James Small.

Vote of Condolence

The President proposed that a vote of condolence be sent to the relatives of the late Major George A. Harris, D.S.O., Permanent Secretary to the Ministry of Home Affairs, who had died since the last meeting. Major Harris, he said, was an extremely capable official, and when they came in contact with him at the Home Office it was always to their advantage. They regretted his death very much.

Mr. Edwards, in seconding, said Major Harris's death was a great loss. He was a brother of Mrs. Badger, the wife of one of their esteemed members.

The resolution was passed by a standing vote.

Congratulation

On the motion of the President, seconded by Mr. Abernethy, a resolution was passed congratulating Mr. Walter Magill on his appointment as Permanent Secretary to the Ministry. Mr. Magill, said the president, had had many dealings with the Society and had always been very helpful.

Illness of Professor Small

It was reported that Professor Small, a member of the Council, was about to enter a nursing home. The President expressed the regret of the Council at Professor Small's illness and wished him a speedy recovery, and the secretary was instructed to send a letter of sympathy.

Resignation of Mr. McBride

The following letter, dated November 14, was received from Mr. A. C. McBride, J.P., a member of the Council:—

Dear Mr. Kirkpatrick,—Will you please place my resignation as member of the Pharmaceutical Council before your Council tomorrow? I have served now over ten years, and I think I will make room for a younger man, and who, I hope, will be a representative from my own county. During my term of office I always tried to do my best for pharmacy, especially reciprocity. Wishing the Council every success, Yours truly,

A. C. McBride.

The President said Mr. McBride was one of the most straightforward men he knew. He had been a regular attender, and often came at great inconvenience. He did a great deal for the Society, and they hoped his health would improve.

On the motion of Mr. Abernethy, seconded by Mr. Martin, an expression of appreciation of Mr. McBride's services on the Council was directed to be recorded on the minutes.

Mr. Tate suggested they should ask Mr. McBride to reconsider his decision.

The President said they would be delighted to have Mr. McBride back, but he was not really able to attend.

It was decided to co-opt a successor at the January meeting.

Pharmacists in the Naval Service

The following letter from the Lords of the Admiralty, dated October 21, was read:—

With reference to your letter of September 3 last, I am commanded by My Lords Commissioners of the Admiralty to inform you that they concur with your proposal that the diploma of qualification granted by the Pharmaceutical Society of Northern Ireland should be accepted on equal terms with the certificates of the Pharmaceutical Societies of Great Britain and of Ireland for the purpose of qualifying candidates for appointment to the post of Pharmacist in the Naval Service. The regulations governing this post will be amended accordingly.

The President said that was very satisfactory.

Selection of President and Vice-President

The following letter, dated November 2, was received by the Secretary from the Society's legal adviser:—

With reference to your recent inquiry as to the eligibility of nominated members for the position of president or vice-president, we wish to confirm the opinion which we gave you last year on this matter.

In Part 2 of the First Schedule of the Act it is provided that the president and vice-president of the Council on its first constitution shall be chosen either from amongst the representatives of the Pharmaceutical Chemists on the Council or from the druggists' representatives. We are satisfied that it is the intention of the Act that their successors in these offices shall be chosen from one or other of the same two classes.—Yours faithfully,

Hamill, Davison & Wilson.

The President said the matter had been brought up by Mr. McDowell. This opinion now verified that which they had had when it was discussed some years ago.

In reply to Mr. Edwards, the Secretary said that all legal opinions submitted to the Society were indexed and filed.

Caretaker Appointed

The House Committee recommended that Mr. John Gilchrist, Bangor, be appointed caretaker of the premises out of over 100 applicants. The recommendation was adopted.

Elections

The following nominated candidates were elected members of the Society:—William Alexander Norris, 13 Onslow Parade, Belfast; Richard C. Jeffers, Falls Pharmacy, 64 Falls Road, Belfast; John Noel Patterson, Station House, Marino, co. Down.

Education Committee

The Education Committee reported that there were nineteen new candidates and thirty-seven old for Part I at the examinations, and for Part II there were eleven new and twenty-eight old candidates out of a total of ninety-five.

THE SECRETARY said this was the largest since they finished with the Special Board of Examiners in 1932.

The Committee also reported that for the Certificate of Apprentice to a Pharmaceutical Chemist there were three candidates. One had the leaving certificate of the Irish Free State, which was accepted by Queen's University, and therefore by the Society.

On the motion of MR. EDWARDS, seconded by MR. GIBSON, the report of the Committee was adopted. The following report from the Education Committee was also presented:—

It was agreed that the Committee would appoint a schools subcommittee to look after the teaching in the various schools and report to the Committee.

It was agreed that the Certificate of Apprentice to a Pharmaceutical Chemist be granted to the following candidates:—

William S. Hall, Belfast (Senior Certificate, Ministry of Education, N.I.).

David J. Stevens, Newcastle, Belfast; Robert W. Codd, Enniskillen (Junior Certificate, Ministry of Education, N.I.).

John McCollum, Newtownbreda (Pharmaceutical Preliminary Examination, Q.U.B.).

At the adjourned meeting on November 1 it was agreed that the Certificate of Apprentice to a Pharmaceutical Chemist be granted to the following:—

James D. Pollock, Baylands; Thomas McC. Lamont, Belfast; Samuel Moore, Larne; Ivan Anderson, Beragh; Harold G. Barkley, Whitehead (Pharmaceutical Preliminary Examination).

Andrew J. Bready, Belfast; James A. Emerson, Armagh; Claude T. L. Kerr, Portadown; Bernard G. Quinn, Castlederg; William J. Delaney, Belfast (Senior Certificate, Ministry of Education, N.I.).

George A. Taylor, Strabane (Irish Free State Leaving Certificate).

James G. G. Grant, Toomebridge; Bernard McCartan, Bryansford (Junior Certificate, Ministry of Education, N.I.).

Patrick J. Gallagher, Tattyreagh (Matriculation, National University of Ireland).

The following recommendations were made for the new syllabus:—

In Part I.—The new syllabuses for Chemistry and Physics be the same as for Great Britain, while our old syllabuses for Botany and Business Methods be retained as at present.

In Part II.—The new syllabus for Pharmaceutical Chemistry be the same as for Great Britain; our own newly modified syllabus for Pharmacognosy be retained; and particularly in view of the wording of the Second Schedule of our Act, that our present syllabus in Pharmacy, etc., be retained in its present form with the following additions: After "The processes by which official galenical preparations are made and the principles upon which they are based" add "the official biological and chemical standards," including the following: (*a*) Enzyme action; (*b*) the biology of bacteria in so far as it bears on the preparation of sterile solutions and vaccines and on the performance of sterility tests; (*c*) the preparation of such serums, vaccines and hormones as occur in the British Pharmacopœia; (*d*) an elementary knowledge of the physiology of the alimentary tract, and of the structure and functions of the glands of internal secretion, in so far as these are connected with official preparations.

Forensic Pharmacy.—The candidate will be required to possess such information concerning the following enactments and the regulations made under them as is applicable to the practice of pharmacy in shop and hospital: the Pharmacy and Poisons Act (N.I.), 1925, the Dangerous Drug Acts, the Venereal Disease Act, the Therapeutic Substances Act, the Methylated Spirit and Ether Regulations and Restrictions, the Sale of Abortifacients.

It was agreed that the new syllabus come into force fully at the June examination, 1937.

In answer to a question THE SECRETARY said there was nothing in the syllabus that was not in the new B.P. If these subjects were not in the syllabus the examiners could still examine in them from the B.P. In reply to Mr. Abernethy he said that the suggestion to bring this in for 1940 was made when it included zoology. The report was adopted.

AN INVESTMENT

The secretary reported that £800 had been invested for the Society.

THERAPEUTIC SUBSTANCES BILL

MR. ABERNETHY referred to the Therapeutic Substances Bill, which had been passed by the Northern Parliament. He thought they had been asleep in the matter. The articles mentioned in the Schedule should be sold by pharmaceutical chemists and chemists and druggists only. The secretary should be empowered to procure all Bills going before Parliament that mentioned drugs.

SIR THOMAS MCMULLAN asked if the Home Office should not notify them when Acts of the kind came up.

MR. EDWARDS: They promised to do so.

THE PRESIDENT said the Bill had to do with veterinary surgeons. The articles mentioned were not handled by grocers.

THE SECRETARY said he was in touch with the Home Office. The Bill was on a par with the 1925 Therapeutic Substances Bill, and this dealt with the same substances, including insulin and catgut. The Home Office Inspector told him that grocers did not sell salvarsan or insulin. No wholesale house could supply those things to a grocer. The Bill dealt with the people licensed to make those substances. Only about three firms in England could make them.

MR. ABERNETHY said they were too late now. In future the councillors should be supplied with copies of such Bills.

THE PRESIDENT said he had been in communication with the secretary, and found he had already moved in the matter.

THE SECRETARY said the Bill did not deal with the selling of the stuff, but only with the people licensed to manufacture or import.

MR. GLENDINNING said chemists could not get odylen from the manufacturers but veterinary surgeons could. He did not think that should be the case.

MR. GRIMES said he had come to the conclusion these preparations should not apply to him at all. There was no danger of a veterinary surgeon going to a grocer for a highly scientific preparation.

MR. GLENDINNING said grocers could sell aspirin.

THE PRESIDENT: That is a different thing.

OTHER BUSINESS

THE PRESIDENT suggested that the next meeting should be on the second Friday in December instead of the third. The suggestion was adopted.

MR. MCDOWELL suggested making another attempt to get the licence fee reduced.

THE PRESIDENT: If you reduce it it makes it worse.

MR. MCDOWELL handed in the following notice of motion: "To add to Regulation 9 the following: 'On and after January 1, 1936, a person taking out and holding a licence granted under Part 2 of the Pharmacy and Poisons Act, 1925, shall be deemed to be a member or associate respectively of the Society during the period covered by such licence.'"

In reply to Mr. McDowell THE SECRETARY said that if a man put up "M.P.S." when he was not entitled to the Society could prosecute him.

MR. MCDOWELL said if he put up "L.P.S." and had not paid the Home Office could act. With M.P.S. it was different.

Sodium Oleate as a Wetting Agent

THE wetting and spreading properties of oleic acid and sodium hydroxide mixtures have been evaluated by H. L. Cupples ("Industrial and Engineering Chemistry," 27, 10, 1219). Sodium oleate in the form of common soap is used extensively as a wetting and spreading solution in nicotine sprays, and as both emulsifier and spreader in oil-emulsion insecticidal sprays. In practice it has been assumed that small departures from neutrality are not significant, and the impression prevails that a slight excess of alkali may improve wetting and spreading characteristics. The results show that the surface properties are closely related to the degree of hydrolysis of sodium oleate, i.e., the amount of "acid-soap" present in the mixture. With a ratio of 0.9 mole NaOH to one mole of oleic acid, the spreading coefficient increases rapidly with concentration up to 0.25 per cent., but beyond this gain in wetting and spreading power is slight. With excess alkali (1.25:1.0), the spreading coefficient increases up to 0.17 concentration only and thereafter decreases. Consequently dilution from 0.50 per cent to 0.20 per cent. greatly improves the wetting and spreading properties of the mixture owing to the adverse effect of a slight excess of alkali.

ASTHMA RESEARCH COUNCIL.—The report of the Asthma Research Council for the year ended December 31, 1934, has just been published, and may be obtained free of charge from the Secretary of the Council, c/o King's College, Strand, London, W.C.2. One of the subsidiary reports in Appendix A contains the information that for the treatment of hay fever 28 lb. of pure grass-pollen has been collected, and that this amount is equivalent to 580,000,000,000,000,000 pollen grains!

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, November 28

CONDITIONS IN MOST MARKETS are keeping steady at the recent improvement in values, but business has been no more than average and routine in character. The weakness of some Continental exchanges tends to discount the firm tone in some products and business has been negligible in these instances. Business in pharmaceutical chemicals continues on a routine scale, with no changes in values of importance to record. A further rise in metal values this week may be reflected in the prices of MERCURIALS. Makers' prices for BISMUTH SALTS, IODIDES and BROMIDES continue very steady, and business in these products is moving on a fair scale. Second-hand parcels of SANTONIN offered at low prices continue to make Convention prices more or less nominal.

Crude Drugs

A number of products continue to sell quite well, but in other directions business has been rather quieter this week. AGAR is steady on spot with new crop at a good discount for shipment next year. Values for CURAÇAO ALOES are still moving up, and supplies are extremely scarce. BUCHU is not likely to break from the present good figures till the new crop comes along. Japanese CAMPHOR has been quieter and is rather easier. There has been a good inquiry for CASCARA SAGRADA, spot and forward; values are very firm, and the shipment offers are negligible in quantity. Foreign DANDELION ROOT is scarce and dearer. Still no sign of a break in ERGOT; Spanish and Portuguese firm at high figures and Russian is sharply dearer for the remaining spot stocks. GUM ACACIA tends easier. Fair sales of Matto Grosso IPECACUANHA at full prices, stocks small. LYCOPODIUM is again dearer and very scarce on spot. MENTHOL, except for some spot and near afloat business, has been dull and is rather easier. Spanish-Italian MERCURY continues to advance, with business on a good scale. PEPPERS are easier and dull. PIMENTO is again dearer and steady. Steady sales from remaining small stocks of RHUBARB; nothing offering for shipment. SAFFRON is again dearer and continues firm. Druggists' qualities of TRAGACANTH have sold well and, with supplies very short, prices have advanced. VALERIAN ROOT is quoted slightly cheaper on spot.

Essential Oils

A rather restricted business is reported, but quoted values are keeping steady. Shippers are still ignoring requests for offers of ANISE (STAR). BERGAMOT and the other SICILIAN oils have been rather quiet except for a moderate business in LEMON; spot values are unchanged on the week. Supplies seem to be plentiful, but it should be mentioned that possibly a fair proportion of the stocks held here may still be in Italian ownership. CASSIA is easier spot and forward. Madagascar CLOVE is firm forward. Business in PATCHOULI has again been very good, resulting in spot stocks running low; some holders are now looking for much higher prices. Japanese PEPPERMINT is steady on spot and for near arrival, with quite a nice business being done; the distant positions are not so good. PETITGRAIN has sold in better quantities on spot, and WORMSEED tends slightly firmer. In the FIXED OILS markets business has been fair and prices are mostly steady. LINSEED is rather quiet but steady, American TURPENTINE shows a partial recovery in value. PALM OILS are firm.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	November 28	Value of the £
Amsterdam ...	Fl. to £	12·107	7·29¾	12/0½
Berlin	Mks. to £	20·43	12·27½	12/0¼
Brussels	Belgas to £	nominal	29·21	16/8½
Copenhagen ...	Kr. to £	18·159	22·40	24/8
Lisbon	Esc. to £	110	109¾	19/11¾
Madrid	Ptas. to £	25·22½	36½	28/6
Milan	Lire to £	nominal	nominal	—
Montreal	Dol. to £	4·86¾	4·98¾	20/6
New York ...	Dol. to £	nominal	4·93⅞	20/3½
Oslo	Kr. to £	18·159	19·90½	21/11
Paris	Fr. to £	124·21	75 5/32	12/1
Prague	Kr. to £	164·25	119¼	12/1
Stockholm ...	Kr. to £	18·159	19·39½	21/4
Warsaw	Zloty to £	43·38	26¼	12/0½
Zurich	Fr. to £	25·2115	12·25	12/0¾

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

ROUTINE business in fairly good volume continues, and the general tone is steady. With few exceptions, home manufacturers' products are quoted steadily with some items tending to advance. Imported products are moving in modest quantities on the spot, the forward market is neglected, due to unsettled exchanges.

AMIDOPYRINE.—Dealers are doing moderate spot business, isolated cheaper offers: crystals, five cwt., 18s. 0¾d.; two cwt., 18s. 5¼d.; less than two cwt., 18s. 10½d. per lb., with powder 2½d. per lb. extra.

ASPIRIN.—Makers' scale of prices maintained: home trade, ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 4 lb., 3s. 2d.; 1 lb., 3s. 4d. per lb. Bulk packing free, net, carriage paid. Contracts: Over twelve months, minimum, one ton; over six months, less than one ton.

BARBITONE.—Fair spot business in small parcels, dealers' prices steady: spot, one cwt., 15s. 3¾d.; 56 lb., 15s. 8d.; smaller parcels, up to 16s. 2d. per lb.

BISMUTH SALTS.—Market continues fully steady; makers' scales of prices unchanged: Carbonate, not less than one cwt., 6s. 6d.; 28 lb., 6s. 9d.; 8 lb., 7s. 3d.; less than 8 lb., 8s. 6d. per lb.

BROMIDES.—A steady demand with the scale of prices well maintained: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; small quantities, 2s. 5d. per lb.; potassium, B.P. crystals and granular, not less than 5 cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; smaller quantities, 2s. 2d. per lb.; sodium, B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb., net, without engagement. Special prices for larger quantities.

BUTYL CHLORAL HYDRATE.—A quiet but fairly steady market: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CHLORAL HYDRATE.—Home makers' prices: duty paid crystals, in 14-lb. free containers, five cwt., 3s. 1d.; one cwt., 3s. 2d.; 28 lb., 3s. 3d.; 14 lb., 3s. 4½d. per lb.; 28-lb. jars one penny per lb. extra.

CHLOROFORM.—Makers' prices are as follows: two cwt., 2s. 5½d.; one cwt., 2s. 6d.; 56 lb., 2s. 6½d.; less, 2s. 7½d. per lb., in w-quarts of 8 lb. Packed in drums, ½d. per lb. less. Small bottles extra, from 5d. per lb., for ¼-lb. bottles to 1d. for 2-lb. bottles. Carriage paid on minimum cwt. lots.

CITRIC ACID (B.P. CRYSTALS).—Market continues firm: British material quoted at 1s. per lb., less 5 per cent. discount, nominal and without obligation. Dealers' prices for imported material are competitive.

CREAM OF TARTAR.—Fair inquiry, market steady: British material, 99 to 100 per cent., 79s. per cwt., less 2½ per cent. discount. Dealers' prices for foreign material competitive.

HEXAMINE.—Makers' prices for bulk quantities are competitive: fair business: B.P. powder, from 1s. 3¼d. to 1s. 4½d.; free-running crystals, from 1s. 7d. to 1s. 8½d. per lb., carriage paid, for bulk lots. Dealers quoting free-running crystals, two cwt., 1s. 7½d.; one cwt., 1s. 8d.; 14 lb., 1s. 10d.; smaller parcels, up to 2s. per lb., carriage paid.

IODIDES.—The demand for these salts is maintained, and the scales of prices are very steady: potassium iodide, B.P., one cwt., 5s.; 28 lb., 5s. 2d.; 14 lb., 5s. 4d.; 7 lb., 5s. 8d.; 4 lb., 6s. 2d.; smaller quantities, 6s. 8d. per lb.

LACTIC ACID (B.P.).—Modest business, quoted unchanged: quantities in carboys, 1s. 4½d. to 1s. 5d.; in winchesters and bottles, 1s. 6d. to 1s. 9d. per lb., as to quantity.

LITHIUM CARBONATE.—Makers' prices continue steady at the advance recorded last week: two cwt., 6s. 9d.; one cwt., 7s.; 56 lb., 7s. 2d.; 28 lb., 7s. 4d.; 14 lb., 7s. 6d. per lb.

METHYL SALICYLATE.—Steady business continues at former figures: spot, ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 7d.; small quantities, in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Rather more inquiry, dealers' quotations maintained: two cwt., 19s. 3¾d.; one cwt., 19s. 9¼d.; 56 lb., 20s. 2¾d.; small parcels, up to 20s. 8d. per lb.

PARALDEHYDE.—Market is rather quiet: 1 w-quart, 1s. 9d.; 6 w-quarts, 1s. 7½d.; 12 w-quarts, 1s. 5¼d.; 36 w-quarts, 1s. 4½d. per lb., carriage paid on minimum 6 w-quarts; one demijohn, 1s. 2d. per lb., carriage paid.

PHENACETIN.—Prices continue to be quoted at low levels, business unimportant: crystals or powder, bulk quantities, 2s. 7d. to 2s. 8d.; smaller parcels, 2s. 8½d. to 3s. per lb.

MERCURIALS.—This market continues firm at the advance recorded last week:—

—	Under 112 lb.	Not less than 112 lb.
	Per lb. s. d.	Per lb. s. d.
Ammoniated lump, B.P. (white precip.)	5 0	4 11
Ammoniated powder, B.P.	5 2	5 1
Bichloride lump, B.P. (corros. sub.)	4 3	4 2
Bichloride powder, B.P.	3 11	3 10
Chloride, B.P. (calomel)	5 0	4 11
Red oxide cryst., B.P. (red precip.)	6 1	6 0
Red oxide levig., B.P.	5 7	5 6
Yellow oxide, B.P.	5 5	5 4
Persulphate white, B.P.C.	5 2	5 1
Sulphide black (hyd. sulph. cum. sulph. 50 per cent.) ...	5 1	5 0

Special prices for large quantities and for contracts.

PHENAZONE.—Business is limited and some quotations are very keen: crystals, five cwt., 8s. 9¾d.; two cwt., 9s. 0½d., and less, 9s. 3d. per lb., with powder 2½d. per lb. extra.

PHENOLPHTHALEIN.—Limited business, market continues competitive: two cwt., 2s. 9d.; one cwt., 2s. 10d.; 28 lb., 3s.; 14 lb., 3s. 1d.; 7 lb., 3s. 2d.; smaller parcels, up to 3s. 6d. per lb.

PHENYL ETHYL BARBITURIC ACID.—This market is still quoted keenly for a limited business. In 2-lb. bottles, 25s. 6d. to 27s. 6d. per lb., as to quantity.

POTASSIUM PERMANGANATE (B.P.).—Fair business, mostly in small parcels: quantities in one cwt. drums, 9¾d. to 10d.; druggists' parcels, 10½d. to 1s. per lb., as to quantity.

POTASSIUM SULPHOGUAIACOLATE.—Dealers are quoting spot from 6s. 3d. to 6s. 4½d. per lb., as to quantity.

QUININE SALTS.—Convention scales of prices continue steady; business about normal: sulphate, 2s. 1d.; bisulphate, 2s. 1d.; ethyl carbonate, 2s. 8¾d.; salicylate, 2s. 9½d.; hydrochlor., 2s. 7½d.; bihydrochloride, 2s. 10¾d.; hydrobromide, 2s. 7½d.; bihydrobromide, 2s. 10¾d.; valerianate, 3s. 7d.; hyposulphite, 3s. 10¾d.; alkaloid, 2s. 11d. per oz., carriage paid on bulk quantities; 100-oz., tins free; smaller packing extra. For shipment business the war risks rate of insurance is for buyer's account.

RESORCIN.—British material only quoted: crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less, up to 6s. per lb.

ROCHELLE SALTS.—Makers' prices are as follows:—

	Pulv. Sod. Pot. Tart. B.P.	Pulv. Seidlitz	Double Seidlitz
	Per cwt. s. d.	Per cwt. s. d.	Per cwt. s. d.
Under 1 cwt.	82 6	66 3	73 3
Under 5 cwts.	80 0	64 3	71 3
Not less than 5 cwts. in one delivery	77 6	62 6	69 0

Soda Pot. Tart. cryst. at 2s. 6d. per cwt. extra to powder. Special prices for quantities. Contracts are accepted subject to a rise and fall clause.

SALICYLIC ACID (B.P.).—Average seasonal business, market steady: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 8d.; 14 lb., 1s. 9d.; 7 lb., 1s. 11d.; 4 lb., 2s. per lb.

SALOL.—Business remains slow, quoted unchanged: spot, crystals, two cwt., 3s. 6d.; one cwt., 3s. 6½d.; 56 lb., 3s. 7¼d.; smaller parcels, up to 4s. per lb.; powder, 2¾d. per lb. extra.

SANTONIN.—Prices from first-hands steady; some outside cheaper sellers. Not less than 50 kilos., £35 12s. 6d.; not less than 25 kilos., £36 1s.; less than 10 kilos., £36 9s.; not less than 3 kilos., £36 17s.; not less than 1 kilo., £38 13s. 6d.; less than 1 kilo., £39 13s. 6d. Special prices are in operation for export to all markets.

TARTARIC ACID (B.P. CRYSTALS).—Average business, market steady: British makers quote at 1s. per lb., less 5 per cent. discount. Dealers offering foreign material at competitive prices.

THEOBROMINE.—Continental material: pure, two cwt., 7s. 10d.; one cwt., 8s.; 56 lb., 8s. 2d.; smaller quantities, 8s. 4d. per lb. Sodium salicylate, two cwt., 6s. 3¼d.; one cwt., 6s. 4½d.; 56 lb., 6s. 5¼d.; smaller quantities, 6s. 6¼d. per lb., delivered, 5-lb. tins free, smaller packages extra.

THYMOL.—Moderate inquiry, market about steady: synthetic, fine white, one cwt., 5s. 9d.; 56 lb., 5s. 11¼d.; 28 lb., 6s. 3¼d.; 14 lb., 7s. per lb.; ex ajowan seed, one cwt., 8s. 3d.; 56 lb., 8s. 6d.; 28 lb., 9s.; 14 lb., 10s. per lb.

VANILLIN.—Average business with Convention prices keeping steady: ex clove oil or guaiacol, five cwt., 13s. 3d.; one cwt., 13s. 6d.; 56 lb., 13s. 9d.; less, 14s. per lb.

Crude Drugs, etc.

AGAR.—Fair inquiry for home trade and export on spot. Japan reports all old crop shipped: spot, Kobe No. 1, 3s. 6d.; No. 2, 3s. 3d.: Yokohama, No. 1, 3s. 2d. per lb.; shipment, new crop, Kobe No. 1, January, 2s. 2d.; February-March, 2s. 1d.; No. 2, 2s.; Yokohama No. 1, 1s. 11d. per lb., c.i.f.

ALOES.—Conditions here continue very firm and prices are again rather dearer for any supplies of Curaçao offered for shipment, with 102s. 6d., c.i.f., reported paid for December shipment. In Cape a parcel afloat is offered at 50s., c.i.f., for prime in boxes, and a parcel of Curaçao now arriving is available at 107s. 6d., landed terms.

ANTIMONY.—Chinese crude is quoted at £33, c.i.f. English regulus, £76 to £77, spot.

ARNICA FLOWERS.—Spot supplies are quoted at about 1s. per lb. for small parcels.

BALSAMS.—Market is rather quiet, values steady: *Tolu*, 1s. 5d. to 1s. 6d.; *Canada*, 2s. 9d.; *Peru*, 5s. 4d. per lb., spot, for small parcels.

BARBASCO ROOT.—Market remains dull: spot, 1s. 2d. per lb. for root testing about 5 per cent. rotenone.

BELLADONNA.—It is reported that forward quotations are advancing: spot, leaves, 65s.; root, 57s. 6d. per cwt. for small parcels.

BUCHU.—Values are very firm with a small supply well held from 1s. 5d. for fair colour up to 1s. 6½d. and 1s. 7d. per lb. for a parcel of green rounds available at the moment.

CAMPHOR.—Market has been quiet and is steadier at the slight decline: Japanese, spot, tablets, 2s. 6¼d.; powder, 2s. 4¼d.; slabs, 2s. 4d. per lb., ex store. Shipment, tablets, 2s. 2d.; powder, 2s. 1d.; slabs, 2s. 0½d. per lb., c.i.f. English refined is still unchanged; flowers, 1 cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ⅓ oz. and ¼ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CANTHARIDES.—Market quiet, quoted unchanged: Russian, 6s. 6d. to 6s. 9d.; Chinese, 2s. 3d. to 2s. 5d. per lb., as to quantity, spot.

CASCARA SAGRADA.—Some few small parcels of 1935 peel are reported to have been cleared from 40s., c.i.f., and up to 44s., c.i.f. is wanted now for anything available. Limited offerings of 1933 and 1934 peel from 45s., c.i.f. On spot there has been a steady demand and values are fully maintained. 1931 peel, 56s.; 1932 peel, 54s.; 1933 peel, 51s.; 1934 peel, 49s. per cwt.

CLOVES.—Values are keeping quite steady, business rather quiet: Zanzibar, spot, 7¼d.; shipment, December-January, 6½d. per lb., c.i.f. Madagascar, in bond, 6¼d.; shipment, December-January, 6⅛d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended November 23 were *nil* and the deliveries 24, leaving a stock of 2,573. From January 1 to date the landings of Zanzibar have been 2,960 and the deliveries 3,411. Landings of Madagascar for the week ended November 23 were *nil*, and the deliveries 43, leaving a stock of 757. From January 1 to date landings of Madagascar have been 4,031 and the deliveries 3,517 packages.

COD-LIVER OIL.—Bergen reports the shipment market is quietly steady: finest Lofoten, steam refined non-freezing medicinal oil, 88s. to 89s. per barrel, c.i.f., London; spot, in small lots, 132s. per barrel, ex store, duty paid. Newfoundland, non-freezing medicinal oil, 130s. per barrel, ex store. British non-freezing medicinal oil is now quoted at 110s. to 112s. 6d. per barrel, c.i.f. London, duty free, while quotations from another home source are at higher figures.

U.S.A. imports during January—September 1935, totalled 3,448,000 gallons, valued at $2,280,000, compared with 2,754,000 gallons ($1,733,000) during the first nine months of 1934, and 2,585,000 gallons ($1,193,000) for the same period of 1933.

COLCHICUM.—Dealers' prices for small spot parcels are steady in the region of 40s. per cwt.

DANDELION ROOT.—Supplies are very short with dealers' prices firm and dearer at 80s. per cwt. for fair quantities of foreign root.

ERGOT.—Sales of Russian on spot have been going on and the small remaining stocks are now limited at the high figure of 6s. 1½d. No offers of new crop Russian being received and no news from the source as to the position. In Spanish and Portuguese some small lots are mentioned on spot in the region of 8s. per lb. For shipment, a few parcels have been cabled at prices ranging from 7s. 3d. up to 7s. 9d., c.i.f., but buyers appear to be still disinterested at these figures.

GENTIAN.—The market tends firmer and is already quoted dearer in the region of 37s. 6d. to 38s. 6d. per cwt., spot.

GINGER.—High values are steadily maintained for best African, but business is slow: West African, spot, 52s.; for arrival, 38s. per cwt., c.i.f. Jamaican, spot, bold, in barrels, 98s. to 100s.; small grinding, 72s. 6d. per cwt., in bags, ex store.

GUM ACACIA.—Quiet business is reported and the position is rather easier: spot, Kordofan cleaned sorts, 48s. 6d.; bleached, No. 1, 107s. 6d.; extra, 117s. 6d. per cwt.; shipment, Kordofan cleaned sorts, 47s. per cwt., c.i.f.

HONEY.—Business has been on the small side, but values are keeping fairly steady: Jamaican, dark manufacturing to pale, 30s. to 48s. 6d. Mexican, amber to pale amber, 38s., duty paid.

HYDRASTIS.—Values continue steady at the recent advance, business negligible: spot, 9s. 3d.; shipment, 9s. per lb., c.i.f.

IPECACUANHA.—Fair sales of Matto Grosso have been made at full prices; shipment market continues firm: Matto Grosso, of B.P. test, from 5s. 6d. per lb.

LYCOPODIUM.—Any supplies now available on spot are being firmly held for up to 6s. per kilo.

MANNA.—Spot supplies of good grades are now quoted up to 5s. 6d. and 6s. per lb.

MENTHOL.—Except for a moderate spot and near afloat trade, the market has been dull this week. K/S brands, spot, 13s. 7½d. to 13s. 9d.; in bond, 12s. 3d.; afloat, 12s.; shipment, November-December, 12s., c.i.f. sellers. Japanese shippers quote December-January at 12s. 1½d. per lb., c.i.f.

U.S.A. Imports of Menthol during January—September 1935, totalled 191,000 lb. valued at $445,000, compared with 371,000 lb. ($719,000) during the first nine months of 1934, and 219,000 lb. ($454,000) during the same period of 1933.

MERCURY.—The Spanish-Italian group report their shipment quotation is again dearer at 61 dollars 50 cents per bottle, f.o.b. Continent; spot, in small lots, firm at £12 12s. 6d. per bottle, ex store.

ORRIS ROOT.—Inquiry has been good and prices are being maintained: old crop Florentine, if available, 58s. to 60s.; new crop, 56s. to 58s. per cwt., as to quantity.

PEPPER.—Market is quoted at a decline and closes steady: Lampong, in bond, 3⅛d.; shipment, November-December, 2 13/16d.; January-February, 2 13/16d., c.i.f. Tellicherry, spot, 5¾d.; shipment, January-March, 36s., c.i.f. Aleppy, spot, 4¾d.; shipment, January-March, 33s., c.i.f. Muntok, in bond, 5¼d.; shipment, November-December, 4¾d. per lb., c.i.f.

PIMENTO.—At a further advance the market is steady: spot, 6¾d. per lb.; shipment, December-January, 57s. 6d. per cwt., c.i.f. Business has been limited.

QUASSIA CHIPS.—Dealers are offering spot supplies at about 21s. 6d. per cwt. for small parcels.

RHUBARB.—Following last week's auction there has been a good inquiry and fair quantities have sold for consumption. Of Shensi, stocks are now very small and prices are firm at 3s. 9d. to 4s. 3d. All Canton has been cleared, including pickings. Limited quantities of high dried flat quoted at 1s. 7d. to 1s. 8d. and slightly wormy at 1s. 6½d. In rough round, some all pinky is limited at 1s. 6d. and ordinary quality at 1s. 4½d. with business done at these figures. Nothing at all offered for shipment from the source.

SAFFRON.—Market continues firm at a further advance: spot, 1898, B.P., prime, 45s.; extra, 43s.; super, 42s. per lb., and less for bulk quantities.

SEEDS.—ANISE.—Spot, duty paid, Bulgarian, 30s.; Spanish, 69s. 6d. CARAWAY.—Dutch, spot, offered at 39s. 6d., duty paid. CORIANDER.—Morocco old crop, 19s. 6d., and new crop, 18s. 6d., spot, duty paid; new crop for prompt shipment quoted at 16s., c.i.f. CUMIN.—Malta, spot, 45s. 6d., business done; Morocco, spot, can now be bought at 45s., duty paid. FENUGREEK.—Morocco, spot, 15s., duty paid. MUSTARD.—English, 20s. to 31s. per cwt., according to quality.

SENNA.—Tinnevelly leaves offer on spot: No. 1 at 6d.; No. 2 at 4½d.; No. 3 at 3d. for prime green crop. Present arrivals show a falling off in quality, and it would appear that the best grades have already been shipped. The feature during the past week has been the increased demand for manufacturing Alexandrian pods and stocks are now considerably reduced. Consumption has been on a larger scale during the past few months, and in view of the absence of any large importations this season it is likely that this market will see firmer prices during the coming winter months. The market now closes firm at 3¾d. with some stocks withdrawn for higher limits.

SQUILL.—Spot holders' prices are fully maintained at about 46s. to 50s. per cwt., as to quality and quantity.

TONKA BEANS.—The demand has been slow: Para, fair frosted, held for 2s. 9d. to 2s. 10½d. per lb. Angostura, 8s. 6d. to 8s. 9d. per lb.

TRAGACANTH.—There has been a good demand for druggists' quality, particularly for No. 1 grade, of which fully five tons have been sold into consumption during this month. Stocks of all whites are now scarce and quoted firmly with No. 1 at £26 10s. to £28 10s.; No. 2 at £15 to £23 10s. per cwt.

VALERIAN ROOT.—Spot supplies are quoted rather easier at from 50s. per cwt.

WAX.—BEES'.—Market is steady, business moderate: Abyssinian, spot, 117s. 6d.; in bond, 107s.; shipment, 106s., c.i.f. Benguella, spot, 117s. 6d.; shipment, 106s., c.i.f. Conakry, spot, 117s. 6d.; shipment, 107s., c.i.f. Dar-es-Salaam, spot, 117s. 6d.; shipment, 117s. 6d. per cwt., c.i.f. CARNAUBA.—Business quiet, market keeping steady. Fatty grey, spot, 182s. 6d.; shipment, November, 170s., c.i.f. Chalky grey, spot, 180s.; shipment, November, 167s. 6d., c.i.f. Primeira, spot, good quality is very scarce and firm at 225s.; afloat, 220s.; shipment, November, 210s., c.i.f. Mediana, spot, 210s.; shipment, November, 195s. per cwt., c.i.f.

Essential Oils, etc.

BUSINESS has not been more than routine this week, but spot values are mostly keeping up to former improved levels. Bergamot and Sicilian lemon are steady but in quieter demand on spot. Cassia tends easier. Madagascar clove is firm. Patchouli is again dearer and firm. Japanese peppermint steady, spot and near, but tends easier for distant shipment.

ANISE (STAR).—The shipment market is still nominal and it is reported that shippers continue to ignore bids or requests for offers. The spot market tends to recover from the recent decline: spot, leads, 2s. 1d.; tins, 1s. 11d.; drums, 1s. 10½d. per lb,. ex store; shipment, nominal, no offers.

BAY.—Market has been rather quiet: 49 to 50 per cent., 5s. 1½d. to 5s. 4½d. per lb., as to quantity.

BERGAMOT.—There seems to have been but little inquiry on spot during the past week, but holders are not pressing for orders, with their quotations from 8s. 4½d. to 8s. 6d. per lb., as to brand and quantity. The shipment market is nominal.

BOIS DE ROSE.—Interest in this oil has been quiet, values about steady: Brazilian, spot, 5s. 3d. to 5s. 4½d.; shipment, in drums, about 5s. per lb., c.i.f.

CAJUPUT.—Business on the small scale: B.P., 1s. 10½d. to 2s. 1d. per lb., as to quantity.

CANANGA.—With supplies limited spot values are keeping steady at 12s. 9d. to 13s. 6d., as to quantity and seller. Business has again been poor.

CARAWAY.—Rather quieter; forward quotations steady: Dutch rectified, 10s. 6d. to 10s. 9d.; crude, 10s. 1d., landed and duty paid.

CASSIA.—There is a tendency for easier conditions here with spot offers down to 4s. 3d. for a quantity and up to 4s. 6d. for small parcels; shipment market has been dull and is easier in the region of 3s. 2d., c.i.f.

CEDARWOOD.—Some few small spot orders reported, market steady. African and American, 1s. 1½d. to 1s. 2d. in drums, and up to 1s. 4½d. per lb. for smaller packings.

CINNAMON LEAF.—The shipment market has been dull and is not so steady at about 2s. 3¼d. per lb., c.i.f., for Ceylon oil. On spot, holders are asking about 2s. 6d. for drums and up to 2s. 10d. per lb. for smaller packings.

CITRONELLA.—No improvement in business nor in quotations: Ceylon, spot, drums, about 1s.; smaller parcels, 1s. 1d. to 1s. 4d.; shipment, drums, about 9¾d. per lb., c.i.f. Java, spot, drums, 1s. 2¼d.; smaller parcels, 1s. 3d. to 1s. 7d.; shipment, drums, 1s. 0½d. per lb., c.i.f., for quantities.

CLOVE.—The shipment market for Madagascar continues firm, and there has been more inquiry, spot and forward: Madagascar, spot, drums, 3s. 1½d. to 3s. 3d.; smaller packings, up to 3s. 6d. per lb.; shipment, 2s. 7d. to 2s. 8d. per lb., c.i.f. English-made oil, 90 per cent., about 4s. 3d. per lb.

EUCALYPTUS.—A very fair inquiry continues on spot, and shipment offers are holding firm: Australian, 70 to 75 per cent., 1s. to 1s. 0½d.; 80 to 85 per cent., 1s. 1d. to 1s. 1½d. per lb., landed; higher prices for small lots on spot. Spanish, 70 to 75 per cent., 1s. 2d. per lb., ex store.

GERANIUM.—The recent improvements in the shipment markets is well maintained. Spot market is dull: Bourbon, spot, 19s. 6d. to 22s. 6d., as to quality and quantity; shipment, 21s., c.i.f. Algerian, spot, 21s. to 23s.; shipment, 21s. per lb., c.i.f.

GINGERGRASS.—Spot supplies continue small and values are held at about 5s.; shipment, where there are offers, about 4s. 3d. per lb., c.i.f.

HO (SHIU).—Rather quieter demand this week, with spot values from 1s. 8d. to 2s. 1½d. per lb., as to quantity and quality.

JUNIPER BERRY.—A little better spot inquiry with values for standard quality oil about 3s. per lb., and less for bulk parcels.

LAVENDER.—The shipment market remains rather neglected and quotations still tend to lower levels: Mt. Blanc, 38 to 40 per cent., 26s. 6d. per lb., landed. Other oils of good standard quality range from 32s. 6d. for 50 to 52 per cent. esters down to 18s. 9d. for 30 to 32 per cent. Lavandin is not so steady with first quality from 16s. to 18s. and second quality from 14s. to 15s. per lb.

LEMON.—The spot holders who have been willing to sell from about 7s. 4½d. to 7s. 7½d. per lb., as to quantity and brand, seem to have done a fair business on spot. In other directions quotations are firm at 7s. 9d. and upwards, but these figures have not attracted much business. The shipment market is nominal. Moderate demand for Californian oil, spot, large drums, 4s. 3d.; small drums, 4s. 3½d.; cold pressed, firm at 7s. 1d. Some of the Californian oil in second-hands is reported to have been cleared this week.

MANDARIN.—The very limited spot supplies are in firm hands, and the general quotation for good quality oil is now not at less than 22s. per lb.

NEROLI.—Occasional small spot inquiry with values ranging from 13s. 6d. to 18s. 9d. per oz., as to quality.

NUTMEG.—English and American oil is quoted steadily at 5s. 1d. to 5s. 4d. per lb., as to quantity. Business quiet.

ORANGE.—Moderate business is reported from the limited stocks on spot of French Guinea oil with drums at 3s. 1½d. and smaller packings up to 3s. 9d. per lb. Owing to the unsettled state of the French franc exchange rate, the shipment market has been neglected; there are offers of bulk quantities of new crop oil in the region of 2s. to 2s. 1d. per lb., c.i.f. Californian oil shows no further change in value, business quieter: spot, one case, 3s. 4½d.; two or more cases, 3s. 2d.; small drums, 3s. 1d. per lb. Sicilian sweet oil is nominal, spot and forward.

PALMAROSA.—Not much business of importance: spot, 6s. 1d. to 6s. 3d.; shipment, 5s. 7½d. per lb., c.i.f.

PATCHOULI.—Further good business is reported on spot, and the remaining very limited stocks are now firm at 11s. 3d. and upwards, with one holder not selling under 12s. 6d. per lb. Seychelles oil is firm, spot and forward, from 7s. per lb.

PEPPERMINT.—Demand for spot and near afloat continues with available supplies quickly taken up: spot, 5s. 1½d. to 5s. 3d., as to brand; afloat, 5s., landed terms; shipment, November-December, 4s. 8d.; January-March, 4s. 7d. per lb., c.i.f. re-sellers. Japanese shippers quote December-January at 4s. 9d. per lb., c.i.f. The American natural oil in drums is not receiving much inquiry in this market. The source reports a slight recovery in values with 50 per cent. menthol oil now at 2 dollars 10 cents, and lower grades from 1 dollar 90 cents per lb., c.i.f. Some brands may be at cheaper prices.

PETITGRAIN.—Limited spot business continues at former values: spot, 4s. 1d. to 4s. 2d.; shipment, about 3s. 6d. per lb., c.i.f.

ROSEMARY.—Rather more inquiry with Spanish oil on spot quoted from 1s. 9d. to 2s. 1½d. per lb., as to quality and quantity. French, 3s. 3d. to 3s. 4d. per lb.

SANDALWOOD.—Genuine East Indian Mysore, 19s. per lb., in one-case lots, on spot; market is rather unsteady, with cheaper offers in some quarters, particularly for good quantities. English-made East Indian, 22s. 6d. to 25s. per lb., as to quantity. English-made West Indian, cwt. lots, 6s. 9d.; 56 lb., 6s. 10½d.; 14 lb., 7s. per lb. Australian, case lots, 15s. 3d. per lb.

SASSAFRAS.—A very limited business: spot, quoted from 3s. 7½d. to 4s. 1½d. per lb., as to quality, for natural oil. Artificial oil at cheaper prices.

SPIKE.—Market has been on the quiet side: Spanish, 4s. 4½d. to 5s. per lb., as to quality and quantity.

VETIVERT.—Some limited supplies of Bourbon are offering on spot at 39s. to 40s. for small parcels; shipment, 34s. 9d. per lb., c.i.f.

WORMSEED.—Rather more business and values are steadier: spot, up to 8s. 6d. and shipment, 8s. per lb., c.i.f.

Fixed Oils, etc.

WHILE values are being maintained and the general tone is about steady, business has been quieter. Linseed and American turpentine are better markets. Palm oils, cotton, palm kernel and rape are steady markets. ACID OILS.—At the slightly better prices the market is steady but quiet: coconut and/or palm kernel, nominal; groundnut, 24s.; soya, 18s. 3d., spot. CASTOR.—Quoted unchanged, business slow: pharmaceutical, 47s.; first pressings, 42s.; second pressings, 40s. (barrels), cases £4 per ton extra, ex mills, Hull, in not less than one-ton lots; Bombay, 34s. 3d. (drums), c.i.f. COCONUT.—Market has remained quiet, closing steady: deodorised, 33s. (barrels), spot; Ceylon, mill, 23s. 6d. (drums), c.i.f. COTTON.—At the slight advance the market is firm, business fair: deodorised, 34s. 6d.; common edible, 32s. 6d.; soapmaking, 29s. 3d.; crude, 28s. 6d. (barrels), spot. GROUNDNUT.—Market is steady, business slow: deodorised, 41s. 6d. (barrels), spot; crude Oriental, 29s. 6d. (drums), c.i.f. LINSEED (RAW, NAKED).—Market has been rather quiet, closing steady: spot, 27s. 3d.; December, 24s. 9d.; January-April, 25s. 3d.; May-August, 25s. 6d. Boiled oil, 30s. per cwt. OLIVE.—Business has been quieter, values about unchanged: edible, ten gallons, in tins in cases, 82s. 6d.; in drums, 6s. to 6s. 3d. per gallon. PALM.—Values are well maintained here, market steady with business on a fair scale: Lagos, 19s. 6d., shipment; softs, 19s. 3d., shipment; mediums, 19s. 4½d., shipment; hards, 20s. 4½d., shipment; bleached, 23s. 9d., spot. PALM KERNEL.—Market is steady but rather quiet: deodorised, 32s. 6d.; crude, 25s. 6d., spot (barrels). RAPE.—Business has been slow, values maintained: refined, 40s. 6d.; crude, 39s. (barrels), spot. RESIN.—Market is steady, business fair: B, 12s. 7½d.; D, 12s. 7½d.; F/G, 12s. 9d.; N, 13s.; W/G, 14s.; W/W, 15s. per cwt., ex wharf. SOYA.—Market continues firm, values unchanged: deodorised, 37s. 6d.; crude, 33s. 6d., spot (barrels). TURPENTINE, AMERICAN.—Values show a slight recovery and the market is now steady: total London stocks, 9,425 barrels; on spot, 44s. 9d. WOOD.—Supplies available on spot or for near delivery continue exceedingly small and values for small parcels of Hankow about 100s. to 110s. per cwt., in barrels.

Commercial Notes

PERUVIAN BARBASCO ROOT EXPORTS.—The unofficial figures of shipments for January-September, 1935, totalled 381,133 kilos., compared with 267,073 kilos. for the whole year of 1934.

ALGERIAN EXPORTS OF GERANIUM AND NEROLI.—Shipments were as follows to all destinations: Geranium, 1932: 47,162 kilos. (9,432,000 francs); 1933: 31,087 kilos. (6,218,000 francs); 1934: 42,374 kilos. (8,475,000 francs). Neroli, 1934: 979 kilos. (1,626,000 francs).

U.S.A. CHEMICAL TRADE.—Exports of these products during the first three quarters of 1935 reached a total value of $98,440,000, compared with $89,100,000 for the corresponding period of last year, or an increase of more than 10 per cent. Imports of chemicals and allied products during the same periods increased from $74,502,000 to $75,810,000, giving to the United States a favourable chemical trade balance of $22,630,000, compared with $14,598,000 for the same period last year.

REUNION ESSENTIAL OILS EXPORTS.—Shipments during 1934 were as follows:—

	Quantity	Value
	Metric quintals	French francs
Geranium	1,051	14,462,000
Vetivert	147	1,903,000
Ylang Ylang	7	107,000

ALEXANDRIAN SENNA EXPORTS FOR JANUARY-JUNE, 1935.—Shipments from the Sudan during the first half of 1935 amounted to 189 metric tons, valued at 5,073 Egyptian pounds, as compared with 114 tons, valued at 3,451 Egyptian pounds, during the corresponding period of 1934. Of the total for 1935, 88 metric tons, valued at 3,888 Egyptian pounds, consisted of pods, while senna leaves accounted for 78 tons, valued at 960 Egyptian pounds; senna siftings were 23 metric tons, valued at 225 Egyptian pounds. The average unit prices in Egyptian pounds prevailing during the period were as follows:— 1934: pods, 43.4; leaves, 13.8; siftings, 10.8; 1935: pods, 44.2; leaves, 12.3; siftings, 9.8.

JAPANESE CAMPHOR EXPORTS.—Shipments during January-July, 1935, amounted to 1,648,300 kin, valued at 2,863,173 yen, compared with 1,820,100 kin, valued at 3,005,048 yen, in the corresponding period of 1934. Destinations were as follows:—

	1934 (Seven Months)		1935 (Seven Months)	
	100 Kin	Yen	100 Kin	Yen
British India	5,420	724,625	5,219	753,423
Straits Settlements ...	81	13,759	198	37,706
Great Britain	719	132,634	645	120,157
France	1,551	299,169	1,331	256,488
Germany	426	80,019	298	54,265
Netherlands	240	45,432	354	67,153
United States	7,094	1,219,944	4,739	888,260
Australia	378	70,432	438	84,712
Other countries	2,292	419,034	3,261	601,009

BERGAMOT OIL EXPORTS.—Shipments from Sicily, in kilogrammes, for 1932-34, were as follows:—

Destination	1932	1933	1934
France	25,900	31,300	36,300
Germany	7,800	13,000	15,500
Great Britain	11,500	37,700	44,100
Netherlands	3,300	9,400	15,700
United States	6,700	28,700	29,700
Other countries	9,300	16,800	15,800
Total	64,500	136,900	157,100
Exports to the Italian Kingdom	1,200	1,400	2,100
Aggregate exports	65,700	138,300	159,200

U.S.A. CRUDE DRUGS IMPORTS.—Imports of crude drugs, herbs, leaves, roots, etc., for the first nine months of 1935 were valued at $5,044,000, as against $4,437,000 during an equivalent period of 1934. Imports of cinchona bark amounted to 858,000 lb., valued at $335,000, compared with 1,049,000 lb., valued at $407,000, during the 1934 nine-month period, and receipts of quinine sulphate, and other cinchona alkaloids and quinine salts, etc., during 1935 (nine months) amounted to 2,785,000 oz., valued at $809,000, as against 2,695,000 oz., valued at $1,164,000 in 1934 (nine months). Increase of senna for the period under review amounted to 1,521,000 lb., valued at $70,000, as against 879,000 lb., valued at $42,000, for an equivalent period of 1934. Imports of psyllium seed during this period reached 1,437,000 lb., an increase of 119,000 lb. over a like period of 1934; the declared import value dropped from $93,000 to $85,000. Liquorice root imports for the nine months period amounted to approximately 44,000,000 lb., as against 39,000,000 lb. during the corresponding nine months of 1934, and those of the liquorice extracts to 447,000 lb., as against 322,000 lb.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

Collective Advertising

SIR,—It is a great pity that the collective advertising scheme inaugurated at Bradford is to be discontinued (*C. & D.*, November 23, p. 627). When the scheme proposed by the N.P.U. fell through from lack of support, many chemists hoped that some beneficial result would accrue from the experiment made locally at Bradford. Apparently this has not been so. In this idea of collective advertising a multiple firm with many branches has a big start over the individual trader. It requires careful consideration to devise matter worded in such a way as to distinguish between the two. Another Bradford member expressed the opinion that the N.P.U. metal signs were not of much value. It may be pointed out that with the modern type of shop fittings and the utilisation of all available window space for display, the carboy has largely been allowed to become extinct. The carboy, especially when illuminated at night, was known to the public as denoting the chemist's premises, and moreover it appealed particularly to children, who are now considered so important by national advertisers that all kinds of puzzles, games and books are given away to attract them.

Yours truly,

COLLECTIVIST (26/11).

SIR,—Your readers will thank you for the excellent report of the collective advertising meeting at Bradford. A vigorous effort should be made to overcome the difficulties inherent in any such scheme, and it should be extended by national advertising so as to benefit every small retail pharmacist in the country. The idea is not new. We are accustomed to such nationally distributed advertisements as "Eat More Fruit." What is needed is a snappy advertisement (as Mr. Taylor suggested) persuading the public that the private pharmacy is best. Let us be frank about it. The multiple shop is a magnet drawing away our returns because (*a*) the public are persuaded that prices are lower, (*b*) large capital ensures resplendent if gaudy shops, and (*c*) dispensing services are advertised extensively. We cannot all afford glittering shop fronts, but we can persuade the public that we are as cheap as the chain stores and that the private pharmacist is the right man to safeguard the customer's interests. I suggest, therefore, a fund for national advertising, under the wing of the N.P.U. It is a greater grievance than ever that our little bit of professionalism should have proved so feeble a barrier against the inroads of the limited companies. If the companies continue to grow, there will come a time when there will be no chemists but only chemists' assistants. Now is the time to take action—and fight.—Yours truly,

SMALL RETAIL PHARMACIST (26/11).

Chemists' Friends Scheme

SIR,—I am following with amused interest the letters on the Chemists' Friends scheme. "Chemists' Friend," in your issue of November 23, sets some posers. In No. 9 paragraph he suggests that drug stores will hit back. I happen to know that two of the firms which have assented to the scheme do more business with me than with all the chemists in the town. I am very interested to see what they will do. I can do without them quite easily. The point is, can these manufacturers afford to lose £800 a year between them?—

Yours faithfully,

CLEFT STICK (25/11).

SIR,—There appears to be an attempt on the part of patent-medicine manufacturers to intimidate pharmacists by pointing out the large number of outsiders who are holders of patent-medicine licences. In my own town there are thirty licensees, only four of whom are chemists, but I am sure that any one of us sells more patents than all the licensees put together; most of the outsiders are pennyworth pedlars, and this is probably true of the rest of the country. Manufacturers of patent medicines cannot do without the chemist, and if we were a less fearful body of men we should have realised it long ago and scotched their attempts to scotch us. The Chemists' Friends scheme can do a lot for us, but only if we support it vigorously.

Yours faithfully,

PHARMACIST (27/11).

A Correction

SIR,—There were a few small technical mistakes in your report of my address on October 30 (*C. & D.*, November 2, p. 527):—

(1) It is experiences in the preconscious mind that can be recalled by an effort of will; "free association" being used to recall experience from the subconscious.

(2) The different mental mechanisms are used to avoid a state of mental tension.

(3) Hypnotism is certainly a common method of treatment in psychological cases, but it is analysis and not hypnotism which is particularly adapted to help the patient face reality.

(4) I do not think I ever remarked that conditions having an organic origin could not be cured. . . . An answer of mine to one of the questions put to me was that an organic condition could not be cured by psychotherapy, which is a different matter entirely.—Yours faithfully,

NOEL G. HARRIS.

London, N.10.

Statesmanship in Optical Politics

SIR,— . . . I think the "New Deal Party" would be doing themselves and the craft greater service by devoting their undoubted energy and ability to whole-hearted support, in the first instance, of the O.B.J.C., of whom the least that can be said is that they have produced a model Optical Letter, but to whose full credit it should be stated that they have done more in their short existence to protect the legitimate practitioner and, still more important, the fellow whose interest is paramount (the patient) than all the other efforts through the years put together. Protraction of internecine warfare and the fostering of section and schism in a welter of opto-politics has been the millstone in the past. Complete unity of practising opticians is now necessary if the promotion and attainment of legislation to protect the optician and the public from exploitation by others who are not opticians is to be achieved. This work is a full-time job, and will not permit of the diversion occasioned by "barking at the heels" of those who are trying and trying very hard. . . . Although chemists by the very nature of their training, their education and their daily contact with medical men and disease are probably better fitted to be competent refractionists, and even more, than any other type of optician, they have never pressed their claim to superiority. I trust that they will never be forced to do so by ill-advised action on the part of their fellow practitioners who have never been attacked by their chemist colleagues. There has been too much "dealing" and "shuffling" in the past. We want a little statesmanship for a change, and the O.B.J.C. has for the first time in optical history given evidence of its usefulness.

Yours faithfully,

E. J. HAYBALL.

Grimsby.

Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics.

Keeping Dog's Ears Erect

Your inquirer (*C. & D.*, November 9, p. 580) will find that New Skin is far superior to cobbler's wax for fixing dog's ears. If it is put on in the open air it soon sets and does not annoy the dog. It must, of course, be applied before the dog is nine or ten months old.—*W. E. H.* (13/11).

Caps on Powder Tins

Among the illustrations accompanying the article "Packaging for Chemists" (*C. & D.*, November 16, p. 597) are some of the various types of tins which are used for talcum powders, and an enlarged one of their caps. I would ask the manufacturers to keep these as simple as possible. Incredible as it may seem, many customers are incapable of finding out the way to open the sprinkler. I have had tins brought back to me frequently with a request to open them.—*Sprinkler* (19/11).

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

M. G. L. (22/11).—PRESCRIPTION CHARGE.—According to THE CHEMIST AND DRUGGIST system, the prescription you send is priced as follows:—

		d.
Mandelic acid	9 dr.	72·0
Sodium bicarbonate	288 gr.	1·0
Tincture of lemon	1 dr.	4·0
Water	to 12 oz.	4·0
	Container	3·0
	Oncost	8·0
		92·0

As the mixture requires nearly double the normal time for preparation owing to the reaction between the acid and alkali, the oncost should be 12d. instead of 8d. Mandelic acid is still to some extent on trial, and its extended use may make a distinct difference in the usual purchase quantities. At present it should undoubtedly be priced on the one ounce purchase price, as the customer will quite likely not be required to take further bottles of the mixture. Should the use of mandelic acid become more common, the rate of purchase will probably result in a reduction of cost sufficient to reduce considerably the price of the twelve-ounce mixture. We are of the opinion that at present the price charged should be 8s.

R. S. (1/11).—BRASS CLEANER.—As diluents for the oxalic acid for cleaning brass, either pumice stone, kaolin, powdered soap, whiting or silica (No. 80 powder) would meet your requirements.

W. A. C. H. (1/11).—CRESOL FOR LEATHER TOP DRESSING.—The formula for saponified cresol of the Swiss Pharmacopœia is as follows:—Mix potassium soap and crude cresol on a water bath and heat until dissolved. The product is a clear liquid, yellowish-brown or brown in colour and oily. It has an alkaline reaction and its odour is similar to that of tar oils. The liquid is soluble in water, glycerin, alcohol and benzol. Mix 20 gm. of cresol soap and 60 gm. water in a flask. Add a few drops of methyl orange and acidify the solution with sulphuric acid until it becomes a deep red. Then steam distil the liquid. Stop the action of the condenser as soon as the clear liquid distils and continue the distillation until the vapour comes through the still. Then renew the action of the condenser and continue the distillation for a further 5 minutes. Add to the result of the distillation 20 gm. of sodium chloride and exhaust it by shaking it vigorously with 80 gm. of ether. Decant the ethereal solution and carefully evaporate the ether by distillation. Dry the residue of crude cresol by heating it on a water bath for 40 minutes, keeping the flask in a vertical position. The residue, when cooled, should weigh 9.5-10 gm., equivalent to about 50 per cent. of raw cresol. The formula is:—Cresolum crudum, 1; sapo kalinus, 1.

G. C. W. (18/11).—AMMONIATED QUININE AND CINNAMON.—We think you will find the following formula a satisfactory one:—

Tr. quin. amm.,
Tr. cinnam. ... ... p. æq.

The tincture of cinnamon required for this is made by macerating cinnamon 1¾ oz. in alcohol (60 per cent.) 20 oz. for fourteen days and filtering.

W. A. S. (18/11).—UNSATISFACTORY EMULSION.—The emulsion made by the wholesale house is thicker than that which you prepare probably because the wholesale house passes theirs through a homogenising machine. In our opinion the mixture contains rather too much glycerin. Also the amount of acid would tend to upset the emulsion.

G. H. A. (25/10).—BOOK ON DISINFECTANTS.—There is no modern book on disinfectants, although the information in the following publications may be useful:—Chapters on "Infection and Disinfection" in "Aids to Sanitary Science and Law," by C. F. White (Bailliere), 4s. 6d.; Something of the bacteriology of the subject in "Applied Sanitary Science," by R. Keeley (Sanitary Publishing Co., Ltd.).

F. J. H. (12/11).—We have not changed the view, expressed in a short editorial article some months ago (*C. & D.*, 1935, I, 571), that chemists should remember the possibility of risk in administering amidopyrine. In the present state of medical knowledge that risk is attributable to idiosyncrasy, and it has long been known that a patient is occasionally met with who reacts in an unexpected way to the ordinary analgesics. Further research on this subject is needed.

A. D. M. (25/11).—WATERPROOFING CONCRETE.—The usual method of waterproofing concrete is to incorporate various ingredients which will produce a dense and impermeable material. There are a number of compounds on the market, offered as a cure for porosity in concrete, and these may be classified as follows:—(1) Calcium chloride and water; (2) calcium chloride and silica or fatty acids; (3) soaps, such as ammonium or sodium stearate in water; (4) soaps and hydrated lime mixed; (5) finely subdivided material such as hydrated lime, burnt clay, etc.; (6) miscellaneous, such as mineral oils, tar, glue, iron filings. Asphalt or bituminous emulsions are useful, especially those which contain asbestos and are applied thickly. Repeated coats tend to produce a more effective result, since a single coating of a thick solution is apt to contain pinholes. Finely ground iron and salammoniac is another surface treatment. Another effective method is by means of repeated coats of a cement wash. Many products used for transparent coatings, such as calcium chloride, sodium silicate, and greases, tend to break down after a time.

E. T. (18/11).—MUSTARD SAUCE.—Mustard sauce is usually the ordinary culinary white sauce with a fair proportion of mustard. We think the following formula will meet your requirements:—

Flour	℥j.
Mustard	ʒij.
Butter	℥j.
Vinegar	ʒj.
Water	℥iv.

Mix flour and mustard and knead well together with the butter. Stir in boiling water, then boil for five minutes. Finally add vinegar.

If too thin, boil to a suitable consistence; if too thick, add more water.

M. B. (14/98).—BOOK ON YEASTS.—H. W. Conn's "Bacteria, Yeasts and Moulds in the Home," third edition, 1932, seems likely to meet your requirements. This book is published in the United States at $3.50.

Retrospect of Fifty Years Ago

Reprinted from
"The Chemist and Druggist," November 15, 1885

Proposed Disclosure

A committee of the American Pharmaceutical Association was appointed last year to frame a draft of an Act which was to regulate patent medicines. Their report was submitted to the late Pittsburg meeting of the Association, and a resolution was come to endorsing the proposal of the Committee that "all proprietary articles should contain on their labels a list of their ingredients." The draft Bill submitted is intended for adoption by any State legislature. To justify their existence, the Committee have made a Bill of quite unnecessary length, but their project is very simple. It is proposed that all proprietary medicines which it is desired shall be sold in the State shall be submitted for registration by the State Board of Health. Every such medicine is to bear on its label, in legible English type, the common or scientific name of every constituent drug entering into its composition; and not only the name, but also the proportion of every "potent substance" which may be contained. The State Board of Health is to publish, and from time to time to revise, a list of articles which are to be considered "potent substances."

GLUCOSE—*The Energy Food*

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BARLEY SUGAR
(STICKS OR DROPS)

25% or 85% GLUCOSE

Packed in attractive bottles

6/6 dcz. net
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HALIBUT LIVER OIL
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Bottles of 2½ oz.	1/6	13/6
" " 6 oz.	3/-	27/-
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,, ,, ,,	3/-	28/-
,, ,, ,,	5/-	46/8
SKIN LOTION	1/3	11/8
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To those customers who allow us the use of their windows we offer 5/– for their opening order for 6 dozen MASON'S EXTRACT OF HERBS (or 10/– for 12 dozen).

The window display is most attractive and perfectly simple and can be fixed up in a couple of minutes

GOOD! IT'S MASON'S

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SUPERFINE
TOILET CREAMS
OF SUPREME DISTINCTION ARE

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SEVENTEENTH YEAR OF PUBLICATION

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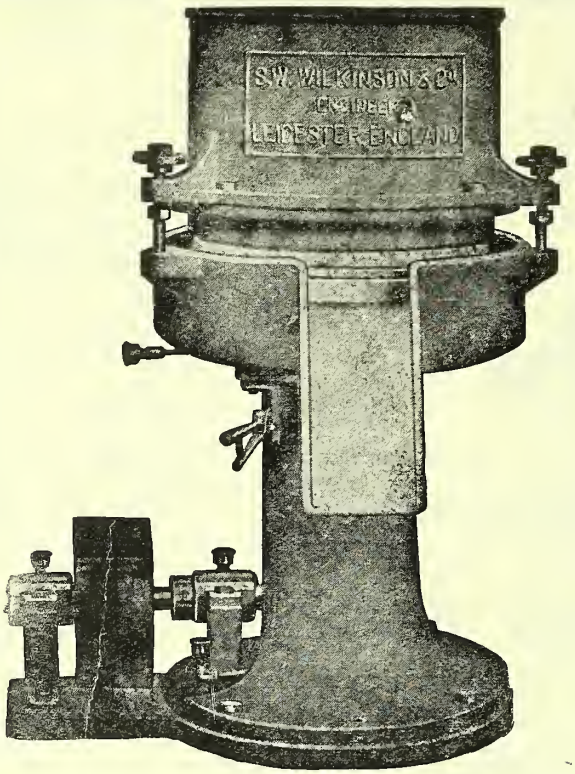

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OINTMENT MILLS

SUPER SPEEDY MILL

IN REGULAR USE ALL OVER THE WORLD

THIS Machine is a combined Mixer and Grinder and is used very successfully in the production of all kinds of Ointments, Tooth Pastes, Beauty Creams, Patent Foods, etc.

Each Machine incorporates Thirty Years' Accumulated Experience

S. W. WILKINSON & Co.

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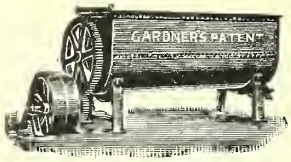
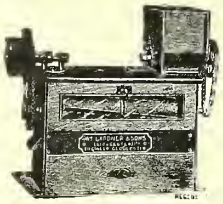
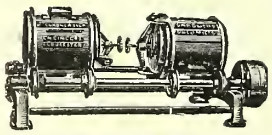


Patent "Rapid" Mixer.



Patent Fine Powder Dresser.



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for Chemical purposes must be rapid, superfine, of laboratory accuracy, and absolutely consistent.

Gardner machines perform all these operations in the most efficient way.

They are economical and efficient; a high standard is maintained in the quality and quantity of their output.

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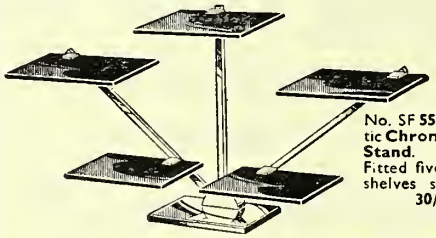
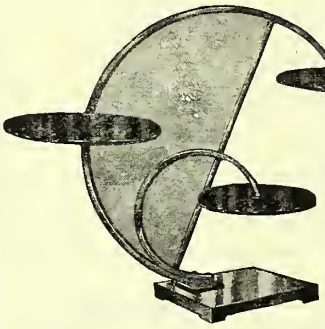
Dudleys for Display Sundries



No. SF 5543 Very artistic **Chromium Plated Stand.** 18 ins. high. Fitted five Black glass shelves size 9 × 5 ins. 30/- each



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The high concentration and extra fine quality of this Ginger Wine Essence give the greatest satisfaction to the user. The dimpled bottle is an attraction, while the full flavour of the contents makes repeat custom certain. You can rely on Pennine Brand to serve you well.

The 3 oz. Bottle is the basis of 7 pints of full-strength Ginger Wine at a cost (with sugar) of less than 3d. per pint.

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WINE ESSENCE

Trade Price : 5/- per dozen

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The famous "Town Talk" Liquid Silver Polish, Silver Plate Cloth, Liquid Pewter Polish, Chromium Plate Cloth, and Cut Glass Cloth, afford you five ways to a woman's purse. They are consistently advertised in women's newspapers and journals, and their qualities make them quick-selling, repeat-order lines.

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There is always a good demand for Sherley Products, and it will pay you to stock and display this popular range. All are prepared by fully qualified analytical and pharmaceutical chemists. Trade Terms are generous with special extra discounts of 2½% on £2 parcels, plus a further 5% for Window Display. Excellent range of show material supplied Free.
A postcard brings full particulars.
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Horse Remedies

P.A.T.A.
Protected Prices.

THESE Remedies are used in most of the Training Stables, Stables of Masters of Hounds, and by many thousands of the best Private Horse Owners in the United Kingdom and Abroad.

Supplies through all Wholesale Houses.

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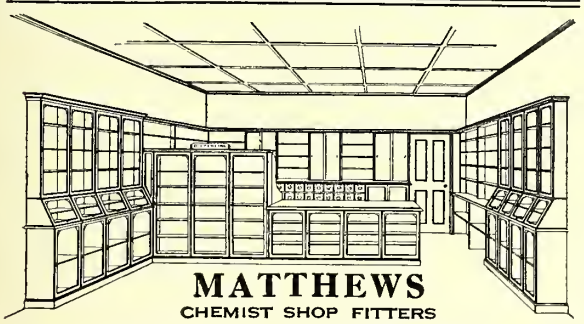

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14 & 16 MANCHESTER ST.,
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Continuous and Steadily Advertised Goods
FOR DESTROYING RATS AND MICE

DANYSZ VIRUS

Retail Price (Protected)		Net Wholesale Price
Virus for Rats and Mice,	single tube, 2/– .. 3 tubes, 5/–	15/– per doz.
Virus for Mice only ..	single tube, 1/6 .. 3 tubes, 3/–	9/– ,,

Date-expired tubes returned to us postage paid will be exchanged free of charge.

Danysz Virus in Liquid Form

Retail Price	Wholesale Price
Bottles 6/– each	4/6 each
,, 4/6 , ...	3/9 ,,

HALLER'S EXTRACT OF SQUILL and DANZO RAT KILLER

Discount off Retail Prices 25% Monthly Account, or 33⅓% Cash with Order.

Retail	Monthly A/c	Cash with Order
½ gall. tins .. 10/– ..	.. 7/6 ..	.. 6/8
1 ,, ,, .. 18/– ..	.. 13/6 ..	.. 12/–
5 ,, ,, .. 80/– ..	.. 60/– ..	.. 53/4

DANZO BEETLE POWDER

For destroying Blackbeetles, Cockroaches, Crickets, &c.

Retail Prices (Protected)	Wholesale Prices
In cartons 9d. each	6/9 per doz.
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Danzo Beetle Powder will not deteriorate by keeping.

CARRIAGE PAID ON ALL ORDERS.

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POPULAR HOME REMEDIES

DAISY POWDERS

Probably the most profitable of all nationally advertised proprietary medicines. To push Daisy means satisfied customers and substantial profits.

7½d. size (4 Powders) **5/-** doz.
10½d. size (6 Powders) **7/6** ,,
*Boxes of 72 Powders **6/10** each
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*New packing—powders in individual envelopes for split bulk sales (43% Profit)

Always keep "DAISY" on display.

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An elegant and unusually effective Syrup. Well packed, popularly priced. Order Daisy Cough Syrup with your Daisy Powders.

1/3 size at **10/-** doz.
6d. size at **4/-** ,,

Best of all proprietary cough remedies. Good value to your customer yet shows decent profits.

A line worth pushing.

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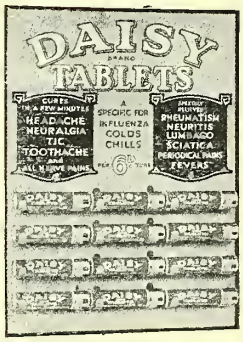

All metal display rack, contains 1 doz. 6d. tubes.

1/3 Size
Per doz. **10/-**

6d. Size
Display Racks (1 doz.)
@ **4/-** each.
(Split dozens @ 4/6 doz.)

3d. Size
Display Cartons (1 doz.)
@ **2/-** each.
(Split dozens @ 2/3 doz.)

The most effective and conveniently packed medicine of its kind.

DAISYLAX

SEVENFOLD VEGETABLE EXTRACT

Handsome Display Cartons in Red, Black and Gold.

LAXATIVES

1/3 Size
Display Cases (1 doz.)
@ **10/-** each.
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6d. Size
Display Cases (1 doz.)
@ **3/11** each
(Split Cases @ 4/3 doz.)

TRIAL SIZE **2d.**
Display Cases (3 doz.)
@ **3/11** each.
(Split Cases @ 1/5 doz.)

Contains seven vegetable extracts—Dandelion, Rhubarb, Licorice, Cascara Sagrada, Gentian, Aloin, Gingerin.

From all Wholesalers or direct to:

J. E. ELLIS, LTD., HORSFORTH, LEEDS

[48/24]

The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

28 ESSEX STREET, LONDON, W.C.2

NOVEMBER 30, 1935

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We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—GREENWICH (NEAR).—Good middle-class Cash Retail Business with small Panel and good Photographic connection; returns under management increasing, last year being over £1,700; gross profit approximately 35 per cent.; chartered accountant's figures; practically no rent; long lease; price all-at £1,100, or near offer.

2.—NORTH WEST SUBURB.—Good Middle-class Business, returning approximately £2,500 per annum; excellent profits; living accommodation available if required; new lease; price £1,550; a portion of the purchase price can remain.

3.—SOUTH LONDON.—Main-road Shop, attractively fitted and fully stocked; returns well over £60 per week; good prices are obtained; rent £250, rising to £350 per annum; long lease; price for lease and goodwill £400–£500, plus valuation of stock and fixtures.

4.—WESTERN SUBURB.—Middle-class Cash Drug Store; established nearly a century; returns exceed £1,200 per annum; gross profit about £456; main-road shop, with 5-roomed house; private entrance; stock and fixtures estimated at £500; price £650.

5.—LONDON, S.W. (Death Vacancy).—Light Retail and Dispensing Business; returns last year £1,238; excellent prospects for increase; rent and rates about £195 per annum; sublet £213; held on renewable lease; offers invited.

6.—LONDON, E.—Neglected Business for immediate disposal on account of bereavement; returns for last 12 months £750; new lease will be granted at £40 per annum; upper part sublet at 15s. weekly; price for quick sale £200.

7.—STREATHAM.—Good Middle-class Business with small N.H.I.; established many years; returns approximately £30 weekly; accountant's figures; 5-roomed house in good condition; stock and fixtures worth about £675; price asked £850 all-at.

8.—WANSTEAD (NEAR).—General Retail Business in main road; established many years; returns between £1,350 and £1,400 per annum; long lease; low rent; flat available if required; price about £750, or valuation terms entertained.

9.—KINGSTON (NEAR).—Middle-class Family Retail Business, with 6-roomed house attached; returns between £1,200 and £1,300 per annum; net profit averages £350; new lease just granted at £70 per annum; low rates; price about £800.

10.—SURREY.—Neglected Drug Store offering scope for qualified man; good-class growing district; roomy shop, well fitted; stock and fixtures estimated at £340; good house and garden; property also for disposal; further details on application.

11.—EAST COAST.—Good-class Retail and Dispensing Business for immediate disposal; established many years; returns last year approximately £2,500, which produced a net profit of over £600; double-fronted shop; good working stock and very nice fixtures; an early sale is desired, and the first reasonable offer will be accepted, either in a lump sum or on a valuation basis.

12.—CHISLEHURST (NEAR).—Old-established General Retail Business, in present hands 20 years; returns exceed £1,600 per annum; good profits; stock and fixtures estimated to be worth £1,000; good living accommodation; price all-at £1,250, or an agreed sum for lease and goodwill, plus valuation of stock and fixtures.

13.—GLOUCESTERSHIRE.—Middle-class Cash Retail Business; returns for past 12 months £910; net profit about £250; semi-main road shop; good clean saleable stock worth about £300; living accommodation and small garden; price about £500, or valuation terms entertained.

14.—GLAMORGAN.—Good-class Family Retail Business, with medicated Wine Licence; returns exceed £2,000 per annum, with net profit approximately £500 per annum; 5-roomed house, with bathroom; small garden; large conservatory; rent £100; price £1,300, or valuation terms entertained.

15.—BOURNEMOUTH.—Large double-fronted, well-fitted shop in excellent trading position; returns last year exceeded £3,000, with gross profit £1,196; held on renewable lease; stock worth about £800; further details on application.

16.—SUSSEX (COAST).—High-class Dispensing Business; very old established; returns exceed £3,300 per annum at good prices; attractive shop in excellent position; long lease; price to be arranged; further details on application.

17.—MID-SUSSEX.—Middle-class Cash Retail Business; established 9 years; returns at present at the rate of £1,250 per annum; spacious living accommodation; 12 years' lease unexpired; price for quick sale £530.

18.—WORCESTERSHIRE.—Old-established high-class Dispensing Business for sale owing to vendor's retirement; returns exceed £4,500 per annum, and the net profit this year should be about £900; spacious living accommodation; stock and fixtures worth £2,600–£2,700; minimum price £4,500; bankers' references with applications.

19.—TWICKENHAM (NEAR).—Good Middle-class Business, with prescribing, etc.; returns this year about £1,100; excellent profits; rent £1 per week; stock worth £250–£300; price £150 for lease and goodwill, plus stock and fixtures at valuation.

20.—ESSEX.—Good Middle-class General Retail Business; old established; returns, under management, approximately £1,550 per annum at good prices; rent £110; long lease; stock and fixtures worth between £600 and £700; valuation terms entertained.

Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants.

ERNEST J. GEORGE & Co.

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Telephone Nos.: Holborn 7406 & 7407 (2 lines)

15 Bridge Street, Walsall Telephone: Walsall 3774

Lancashire and District Representative: Mr. E. BROWN, 21 Davenport Road, Hazel Grove, Stockport. Telephone: Great Moor 2405

Correspondence, mutually confidential, is invited from prospective purchasers of the following businesses at present available for purchase.

(C1) LONDON, N.W. (OUTER SUBURB).—Attractive modern pharmacy, situated in rapidly-growing residential area; turnover steadily increasing, and should undoubtedly show big strides within the next two years. Returns for 1934–35 upwards of £2,500; living accommodation if required; genuine reason for selling; reasonable purchase price.

(C2) RICHMOND (NEAR).—Old-established pharmacy, in present hands for over 30 years; up to the last year or so the returns have exceeded £2,000 per annum, but the proprietor has lately been unable to devote full attention to the business, and they are at present in the region of £30 weekly; with a renewal of personal interest, however, the business should be capable of quick resuscitation; good dispensing connection; price by arrangement.

(C3) MANCHESTER SUBURB.—Steady unopposed middle-class business, with living accommodation; in present hands 16 years; turnover approximately £1,150 per annum; business and property can be purchased for a very reasonable figure; further particulars upon application.

(C4) LANCS.—Established retail business, situated in main street of industrial town; turnover approximately £1,150 per annum; large N.H.I.; rent £60; excellent scope; less than value of stock and fixtures will be accepted for quick sale.

(C5) LONDON, S.W.—Modern pharmacy, with no near opposition, situated in growing residential area, for sale owing to death circumstances; turnover at the rate of approximately £1,500 per annum, and steadily increasing; property can be purchased or taken on lease at a reasonable rental; value of stock and fixtures only accepted.

(C6) ROMFORD (NEAR).—Excellent opportunity for keen, energetic chemist with limited capital to acquire a business with plenty of scope for increase; now doing £20–£25 per week; low rental, which includes good living accommodation; approximately £450 will acquire, part of which might remain to an approved purchaser.

(C7) LONDON (OUTER NORTHERN SUBURB).—Main-road middle-class business; certified turnover for 1934–35, £1,580; net profit £383; rent £78, including five-roomed house; price £600–£700 all-at; owner leaving pharmacy.

(C8) BLACKPOOL.—Excellent profit-earning business, prominently situated; increasing turnover, at present upwards of £1,900 per annum; no near opposition; reasonable purchase price.

(C9) WARWICKSHIRE.—Good family business with up-to-date living accommodation; no near opposition; average returns approximately £1,450 per annum; rent and rates £104 16s.; lease 22 years unexpired; price £200, plus value of stock and fixtures.

(C10) SURREY.—Exceptionally attractive middle-class pharmacy with up-to-date flat above; present returns approximately £2,000 per annum, and steadily increasing; net profit upwards of £600; reasonable rental; price all-at £1,350.

(C11) LONDON, S.W.—Main-road pharmacy with living accommodation, at present sub-let for £58 10s. per annum; turnover approximately £1,600, including N.H.I., which averages £14 per month; rent £75; 21 years lease; net profit about £400; price £900 or on valuation terms.

(C12) HANTS.—Modern pharmacy with up-to-date house above, situated in rapidly-growing residential area; steadily increasing returns, at present averaging approximately £1,300 per annum; price £600 all-at; further particulars upon application.

(C13) WORCESTERSHIRE.—Main road pharmacy with good living accommodation; turnover at present small (approximately £15 weekly), but steadily increasing, rent £50 per annum; genuine reason for selling; low purchase price.

(C14) WESTCLIFF.—Splendid opportunity for enterprising chemist to acquire good progressive family business in prominent residential district; accountants' figures; turnover for last financial year, £1,363; net profit, £335; rent £100, including good house; immediate sale desired, and owner will sell at sacrifice figure; part of purchase-money could probably be raised on loan if necessary.

(C15) WOOD GREEN (NEAR).—Good family business in present hands 40 years; large panel; turnover now approximately £1,500 per annum, with plenty of scope for further increase; self-contained house; owner retiring; £300 is asked for goodwill, plus value of stock and fixtures; open to offer.

(C16) FOREST GATE.—Retail and dispensing business with flat above (optional); increasing turnover, at present at the rate of approximately £1,400 per annum; low rental; long lease; price £750, including stock, £350; valuation terms if preferred.

(C17) SUTTON (SURREY).—Good middle-class business, with some optics; steadily increasing returns, which for last financial year amounted to £1,878; net profit, £400/£450; modern flat above; stock and fixtures estimated at £950; for quick transaction owner will sell at sacrifice price of £1,100 all-at; splendid opportunity, particularly for chemist-optician.

(C18) BRIGHTON.—Main road neglected business with excellent opportunities for increase over the present turnover, which averages approximately £1,000 per annum; living accommodation; owner desirous of quick sale for genuine reasons, and will accept first nearest offer to £500.

Valuations for transfer, probate, income tax, etc., promptly executed at economical rates.

BERDOE & FISH

CHEMISTS' VALUERS AND TRANSFER AGENTS,
41 Argyle Square, KING'S CROSS, W.C.1
(One minute from St. Pancras and King's Cross Stations.)

1.—SOUTH COAST.—Good-class Family and Dispensing, not a seasonal trade; returns £1,900; gross profit over £700; double-fronted shop (lock-up); well fitted and stocked; good position; price £1,450; personally recommended.

2.—LEICESTER.—Good-class Business, with some Optics, in select residential district; returns over £1,300; net profit £323; good house; long lease granted; price £900 or near offer.

3.—ESSEX (25 miles out).—Unopposed Light Retail Business; returns £1,450, net profit £348; rent £65, on long lease; house and garden; price £950; every investigation courted.

4.—KENT (14 miles out).—Unopposed Village Business; pleasantly situated; returns £1,100, net profit £300; stock and fixtures worth approximately £600; price £750 or offer.

5.—HOVE.—Well-established Business; pleasantly situated; no immediate opposition; returns about £20 weekly; good house attached; price for quick sale simply valuation, under £300.

6.—EASTERN COUNTY.—Medium-class Light Retail, in important town; returns nearly £1,000; low rent, on lease; stock worth £350; illness sole reason for selling; price £550 or first reasonable offer.

7.—LONDON, S.W.—Good-class Family Retail, in growing residential suburb; returns last year, under manager, £1,570; good profits; scope for increase; modern Pharmacy (lock-up); fully stocked; price £875; personally recommended.

8.—LONDON, N.W. (Death Vacancy).—Light suburban Retail, in main-road position; returns last year £1,650, present returns less under manager; large well-fitted shop, fully stocked; house attached; price, simply valuation of stock and fixtures.

9.—HORNSEY (near).—Sound Middle-class Business, with excellent Panel; returns last year £1,480; neglected; was doing £1,850; owner retiring; well-equipped Pharmacy; good position; stock worth £600; offers invited; personally recommended.

10.—WEST MIDDLESEX.—Old-established Business; at present run as Drug Store; returns £25 weekly; main-road position; plenty of scope; good stock; price £650.

11.—NORTH LONDON.—Profitable Light Retail; returning £20 weekly under indifferent management; plenty of scope; well fitted; prominent corner position; price £350; stock at valuation.

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ILFORD (London).—Middle-class Family Business; average net profit to owner-manager £550, accountant's figures; well stocked and well fitted; reasonable offer accepted, or independent valuation; owner leaving pharmacy; valuable lease; low overheads; good house; easy payment terms to approved buyer. 79/40, Office of this Paper.

KENT (Chatham, near).—Good Business in main shopping centre; doing £800-£1,000 p.a.; established 7 years; excellent N.H.I.; little opposition; owner retiring through ill-health; valued at £600, but offered at knock-out price of £365 for quick sale. Further particulars apply 78/10, Office of this Paper.

LANCS (manufacturing town).—Working-class Business in main road; N.H.I. average 560 per month; Ucal and Kodak Agencies; turnover £700, which can be easily doubled; vendor leaving district for other business; stock and fixtures estimated at £400; will accept £300 for quick sale. 79/5, Office of this Paper.

LEICESTER.—Corner site on busy main road, working-class district; good fixtures; large varied stock; N.H.I.; opening for Optics; has done £30 per week; exceptional opportunity for considerable increase under personal care; good living accommodation; small goodwill; stock and fixtures at valuation; cash purchasers only. 270/782, Office of this Paper.

LONDON, N.—Chemist's Business for disposal; in busy thoroughfare near City; Sainsbury's, Home and Colonial, Sanders Bros., etc., all adjoining; average returns for past three years £1,200 p.a.; returns have been nearly £2,000 p.a.; rent £100 p.a.; let-off £104 p.a.; price by arrangement; no agents. Write "Alton," 27 Claremont Square, Pentonville, N.1.

LONDON, N.—Old-established Chemist Shop; nicely fitted; main road; thickly populated district; long lease; low rent; takings (under indifferent management) just on £20 per week, including N.H.I.; good scope for further increase under personal supervision; price £350; stock at valuation; bargain. 78/9, Office of this Paper.

MIDLAND CITY.—Old-established Business (40 years) for sale; returns £1.800; four-window large corner lock-up shop; well stocked; first-class fittings; long lease; residential district, with large Dispensing; little opposition; scope for Optics; price about £1,500; good reasons for disposal; genuine buyers only. 78/7, Office of this Paper.

SOUTH COAST—Vendor leaving district; well-stocked and fitted Pharmacy, unopposed position, on main road; returns £17 weekly; good prospects; value of stock and fittings £350 for quick sale; good living accommodation. 270/781, Office of this Paper.

SOUTH DEVON (seaside).—Excellent opportunity for Qualified Chemist to acquire good-class Drug and Photographic Stores; Kodak Agency; definite scope to add Dispensing; freehold property; double-fronted shop; ten rooms; side entrance; situated in busy thoroughfare; price for property £2,250; £1,200 can remain; stock and fittings at valuation. 78/5, Office of this Paper.

SURREY (25 miles London).—Well-fitted modern Pharmacy, lately opened in restricted area on newly-developing estate; close to station; excellent possibilities, but lack of capital necessitates disposal at price of stock and fixtures—about £350; good living accommodation, 3 bedrooms, dining room, bathroom and all modern conveniences; shop 20 ft. by 20 ft., with modern shop front. 77/2, Office of this Paper.

£285, ALL AT.—Drug and Herbal, S.E.; established; busy main-road position; specialising in "Copy" Medicines (own pack); at present grossing £5 weekly under inexperienced management; expenses low; rent under £2 weekly; scope for N.H.I. in densely populated district; stock about £200; comfortable living accommodation; 'phone, gas, etc.; owner developing other interests. 79/13, Office of this Paper.

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HIGH-CLASS Shops to Let in new parade in best part of High Road, Streatham, from £140-£500 per annum. Apply Letting Manager, 17 Streatham High Road, 'phone Streatham 9627, or Bell Investment Trust, Ltd., 115 Park Street, Mayfair, W.1. 'Phone: Mayfair 4201.

TO LET.—Lock-up Shop; opposite Tube Station; very suitable Chemist. Apply Newman, 12 Turnpike Lane, N.8.

APARTMENTS.

THE HAMPDEN RESIDENTIAL CLUB

FOR GENTLEMEN, Hampden Street, N.W.1. Close to King's Cross and Euston. 300 Bedrooms. 12s. 6d. to 25s. per week, including bath, attendance and boot cleaning. All meals à la carte in dining room. Moderate tariff. Large Club Rooms, Library, Billiards Room, Reading Room and Study for Students. Illustrated Prospectus from Secretary. Euston 2244/5.

BUSINESS OPPORTUNITIES.

FOR SALE.—Trademark, Goodwill, small stock; old-established and very successful Face Cream for removing freckles and similar blemishes; sold through Chemists only; excellent prospects; full details apply 77/4, Office of this Paper.

A FEW vacancies occur in the large mailing list now being prepared for THE CHEMIST AND DRUGGIST DIARY AND YEAR-BOOK. *If you are not already a subscriber* and wish to receive a copy send your order NOW. There will not be another opportunity for 12 months. Remittance may follow later. Twenty shillings will secure THE DIARY for 1936 and the *C. & D.* every week for a year.

AGENCIES.

DO you want a sole buying agent for Belgium? We made a big seller of the Beauty Products Tho-Radia. If you have an interesting Pharmaceutical Speciality, we have a Laboratory and the travellers to introduce it. Full particulars to: Laboratoires Pharmaco, 68 Rue de la Source, Bruxelles.

PARTNERSHIPS.

CHEMIST: Sole Charge and Dispense large modern shop; established three years; important main road position (large Borough); Company Directorship (present Director Unqualified), to enable Manufacturing and Wholesale; excellent opportunity for energetic chemist with ideas to get backing for building sound business; investment £250-£400. Accountant, Beech Lodge, Moor Lane, Cranham, Essex.

RESPONSIBLE position with Wholesale house wanted by Qualified Chemist of wide Wholesale and Retail experience; considerable capital available. Replies to 80/16, Office of this Paper.

SITUATIONS OPEN.

RETAIL (HOME).

6s. for 40 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BRIGHTON (Preston Park).—Smart Unqualified Assistant, with good Dispensing experience essential (age 20-23); please state salary required. B. S. Inskip, Pharmacist, 209 Preston Road, Brighton.

LONDON.—Qualified Chemist and Optician required to take complete charge of High-class Pharmacy and Optical Department. The position is permanent and progressive. Reply in first instance, giving full particulars of past experience, stating whether married or otherwise, to 79/51, Office of this Paper.

LONDON, N.—Unqualified Assistant (22 to 30) required as soon as possible; quick and accurate Dispenser and a good Window-dresser (outdoors). Apply, giving full particulars and salary in first letter, to Sandberg, Chemist, 22 Regent's Parade, North Finchley, N.12.

LONDON, N.W.11.—Qualified or Unqualified Assistant, male, wanted immediately (age about 25) for good-class Dispensing, Counter and Window-dressing. Apply, stating full particulars, to A. Woolf, 229 Golders Green Road.

WEST RIDING.—Unqualified Assistant (about 24); must be good Salesman and Window-dresser; full particulars of experience, references and salary expected; applications not answered in 7 days respectfully declined. 78/4, Office of this Paper.

A QUALIFIED Chemist required for London, N.; must be accurate Dispenser, good Salesman and Window-dresser. Write, stating experience, references, age and salary required, 79/48, Office of this Paper.

COOMER & RICHMAN, LTD., are in need of an experienced Unqualified Assistant; must have first-class Sales record; position offers plenty of scope to right man, who must be willing and conscientious. Write, stating full particulars of experience, age and salary required, to 12A Argyll Street, Oxford Circus, W.1.

LADY, Qualified, wanted immediately; North London suburb; small recently established department, specialising Toilet and Fancy; comfortable berth with prospects. Full particulars, with salary required, to "Chemist," 8 Station Parade, Southgate, N.14.

PHARMACY.

UNQUALIFIED Male Assistant, good all-round experience, Dispensing, etc., for temporary work.

Unqualified Female Assistant required for Christmas season; knowledge of Toilets and Drugs an advantage; widows and single persons only considered.

Apply in writing, stating age and experience, to the Staff Manager, Royal Arsenal Co-operative Society, Ltd., 148 Powis Street, Woolwich, S.E.18. Endorse envelope "Pharmacy."

NOTE.—Canvassing of members of the General Committee or Officials will disqualify.

QUALIFIED (Apothecaries' Hall certificate).—Lady Dispenser, part-time, required immediately; Counter experience essential. Address, with full particulars, to T. Woodruff, Ph.C., West Didsbury, Manchester.

QUALIFIED Chemist and Optician required almost immediately. Apply in first instance by letter, giving full particulars of past experience, also salary required, to Linsley's, Ltd., 308 Earl's Court Road, S.W.5.

QUALIFIED Lady required to manage small country Pharmacy in Lancs; knowledge of Buying not required; apply in own writing, stating age, experience, salary required, enclosing photo and any references, together with any further particulars and date free. 79/8, Office of this Paper.

QUALIFIED Manager, small West Riding town, with or without Optics; keen Salesman, good Window-dresser essential; permanency and good prospects for Chemist prepared for hard work; give full particulars of age, height, references, photograph if possible. S. T. Shaw, Golcar, Huddersfield.

SUPERINTENDENT (under 40), Qualified, required December; Bristol suburb; active; keen Salesman, Window-dresser; progressive post and permanency to suitable applicant; moderately small salary to commence; write, stating full particulars, references and photograph; interview preferred at own expense; Optics an advantage. 79/50, Office of this Paper.

UNQUALIFIED Assistant (Male) required immediately; reliable and trustworthy; references to bear strict investigation; state full particulars, references and salary required (outdoors). Brown, Chemist, South Hayling, Hants (near Portsmouth).

UNQUALIFIED Assistant wanted immediately; must be young and active and capable Dispenser; state wages required. Apply by letter to Aplin, Ltd., 50 Barking Road, Canning Town, E.16.

WANTED.—A Qualified Chemist and experienced Optician (registered J.C.Q.O.) as Assistant in a good-class Dispensing and Retail business, with Optics and Photographics; must be a good Salesman, courteous in manner and thoroughly competent and trustworthy; preference given to one who desires a permanent and progressive appointment. Kindly state full particulars of former experience, age, height, married or single, salary required, and enclose recent photograph (returnable), to "Progress," P.C.B. 184/17, Office of this Paper.

WANTED, at once, for the West Riding of Yorkshire, a Qualified Lady or Gentleman Assistant. Apply, stating age, full particulars and salary expected, to 79/53, Office of this Paper.

WANTED immediately, Young Unqualified Lady Assistant for Willesden; congenial job and comfortable berth. State age, height, experience and salary required, together with references, which must bear the strictest investigation, to 79/55, Office of this Paper.

WANTED.—Qualified Assistant, young; must be orderly and methodical; please give age, photo if possible, experience and salary required, which must be moderate; Eastern Counties Coast town. Reply 79/4, Office of this Paper. Not replied to one week respectfully declined.

WANTED, Young Lady Assistant for country business; hours 9-6; no Sunday or holiday duties. Usual full particulars and salary required to Adams, Spilsby, Lincs.

WANTED.—Young Unqualified Assistant, either sex; one just finished apprenticeship would suit; quick Dispenser and Counterhand; state salary required, age and usual particulars. Kintish, 137 Great Clowes Street, Salford, 7.

WHOLESALE.

EXPERIENCED Representatives, with long-standing connections amongst Chemists and Druggists, required for firm of repute, distributing well-known advertised products; territories: South and North Wales, Gloucester, Hereford, Salop, Worcester, Warwick, Staffs, Leicester, Derby, Notts, Lincoln; excellent commission and part expenses paid. Please state territories covered, writing to 270/778, Office of this Paper.

OLIVE OIL. Wanted, Travellers with established connection with Wholesale, Retail Chemists, Grocers, Hotels, Restaurants to sell Superior Olive Oil in Midands, Eastern, Southern Counties; to start with commission only. Write, giving references, details of experience, to 79/9, Office of this Paper.

PROGRESSIVE Northern Manufacturer requires Travellers on commission; England, S. Wales, including London, Lancs excepted; Packed Medicinals, etc.; all lines competitive in price, pack and quality; great possibilities for live men with connection; car an advantage. Reply, stating exact territory covered, to 79/10, Office of this Paper.

PROVINCIAL Wholesale House requires Lady with experience to take charge of Chemist Department. Apply Hardy & Son, Ltd., Salisbury.

REPRESENTATIVE for Surgical Rubberware and Chemists' Sundries wanted in the Midlands; exclusive territory of 12 counties allotted; substantial minimum income guaranteed; good prospects for enterprising man with connection among Chemists, Surgical Stores, etc. Apply 78/13, Office of this Paper.

REPRESENTATIVE with first-class connection required for Northern Ireland by English Toilet Brush Manufacturers of world-wide reputation. 270/762, Office of this Paper.

SALESMAN with connection amongst Chemists, etc.; able to invest £150; excellent prospects for capable man. Particulars, C. L. H. Martin, Corporate Accountant, 9 Belgrave Road, S.W.1.

SENIOR Shorthand-Typist required for City Wholesale Druggists; knowledge of Drugs essential. Apply by letter, giving full particulars and salary required, to "X.Y.Z.," 269/745, Office of this Paper.

STERLING PRODUCTS CO., of Copse Road Mills, Fleetwood, require keen Salesmen who can greatly add to their income by including on journey the few scattered Corn Merchants on their existing territory; sole selling rights for good, repeatable tonnage line.

PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 100 to 150 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

WANTED.—A Young Man conversant and used to Wholesale Proprietary Perfumery Department. Apply Nageles, 8/12 Edward Street, Wardour Street, W.1.

WANTED, by large firm of Manufacturing Chemists in Midlands, Young Man for Works Laboratory; must have practical experience in the Manufacture of Cosmetics and Toilet Articles; ability to carry out Experimental Work essential. 270/779, Office of this Paper.

WANTED.—Tablet Maker. Assistant Tablet Maker wanted; Lancashire; state experience and wages. 270/758, Office of this Paper.

YOUNG Lady required as Telephone Order Clerk by London Wholesale Druggists. Write, with particulars of experience, salary required, 270/780, Office of this Paper.

COLONIAL, INDIAN AND FOREIGN

QUALIFIED Assistant (25-35) required; North China; good salary and excellent prospects; high-class British connection; passage paid. Apply, giving full particulars, 79/45, Office of this Paper.

SITUATIONS WANTED.

RETAIL (HOME).

2s. for 18 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.A.A.A.—QUALIFIED (22), with exceptional experience in Counter work, Photography, Dispensing and Window-dressing, desires post, anywhere; tall; conscientious worker; trustworthy; with highest references; interview; disengaged; urgent. 80/3, Office of this Paper.

A.—QUALIFIED Manager (31), tall, desires position January 1st; 15 years' Dispensing, Photographic, Optics, etc., experience, recent highest class West End experience; at present Managing, London. 79/3, Office of this Paper.

A CHEMIST (30; 5 ft. 10 in.), M.P.S., requires post, London or South Coast, as Manager; capable Dispenser, Prescriber, Photographic, Salesman; excellent references; married; state salary. 27 Woodstock Road, Golders Green, N.W.

A COLONIAL Pensioner (Unqualified) seeks employment; nominal salary. P.C.B. 184/14, Office of this Paper.

A QUALIFIED Assistant or Manager (29), single, with many years of General and Agricultural Retail experience, desires post; disengaged. F. G. Tolman, "Cranmere," Taunton Road, North Petherton, near Bridgwater, Somerset. Telephone and telegrams: Tolman, North Petherton 47.

A QUALIFIED Assistant or Manager (56); tall, energetic, trustworthy; permanent or locum; highest references. Howard, 4 Bamborough Gardens, Shepherd's Bush, W.12.

A YOUNG M.P.S. (24), tall, requires temporary appointment for December; S.W. London if possible. Replies to Box 8358, c/o Browns, 39 Tothill Street, S.W.1.

AN Experienced Young Lady, Hall qualification, seeks position as Dispenser or Laboratory Assistant; knowledge of Medical Book-keeping, Bandaging. P.C.B. 184/13, Office of this Paper.

ANY Pharmacist requiring experienced Organising Manager for new or established business write 78/16, Office of this Paper, giving full particulars; capable all duties; go anywhere; free short notice; speciality: clean, efficient work.

ASSISTANT Lady Dispenser (Hall) desires post; part or full time; keen worker; experienced; Brighton or near. 8 Prestonville Road, Brighton.

ASSISTANT (Lady), some Shop experience, N.H.I. Dispensing, etc., wants Christmas work with Doctor or Chemist, London. 79/47, Office of this Paper.

ASSISTANT, Unqualified; Dispenser and Counter; disengaged; locum or permanency. "W.," 58 Northcroft Road, W.13.

ASSISTANT, Unqualified; experienced Dispensing, Counter; part-time, locum, permanency; London only; disengaged. Write "C. G.," 2A Yalding Road, Bermondsey, S.E.16.

ASSISTANT, Unqualified; experienced Dispensing, Counter; part-time, locum, permanency; disengaged. Hamm, 10 Disraeli Road, Putney, S.W.15.

ASSISTANT, West End experience; disengaged November 23; Counter and Dispensing; good reference; locum or permanency. Write to M. G. Birch, 4 Melrose Gardens, Hammersmith, W.6.

ASSISTANT (22; 5 ft. 8 ins.), Male, Unqualified, seeks position, London; good experience and credentials; remuneration £2 7s. P.C.B. 184/2, Office of this Paper.

CAPABLE, energetic Assistant, all-round abilities (45); tall; Unregistered; keen Salesman; Statim. Haigh, 25 Hetley Road, Shepherds Bush, W.12.

D. A. BRYAN, Chemist, Penmaenmawr, has pleasure in recommending smart former Apprentice (22) for Qualified Post; tall; good address; excellent Dispensing experience and Salesman. R. C. Thomas, Lynas View, Penmaenmawr, Caernarvonshire.

ENGLISH Pharmacy Salesman; 11 years' Continental experience; fluent French and English; small salary accepted; tall; good appearance. M., c/o Cullingford, Ltd., Riley Works, Chelsea, S.W.10.

EVENINGS.—Qualified, middle-aged man offers services, London; up-to-date experience. "F.S.M.C.," 252 Barry Road, S.E.22.

EXPERIENCED Assistant (26), Unqualified, gentleman; Dispensing, Counter, Window Display; thorough knowledge all duties; efficient; excellent references; commence mid-December. "Assistant," 162 Lansdowne Road, Seven Kings, Ilford, Essex.

EXPERIENCED Lady Dispenser; Hall Diploma; knowledge Book-keeping and Typing; Nursing experience. "Fernleigh," Chandlers Ford, Hants.

EXPERIENCED Qualified (28), requires post, Retail or Wholesale; Surrey preferred (not essential; first-rate experience; disengaged; tall. Apply 20 The Warren, Carshalton. 'Phone: Sutton 5560.

HOWEVER you may be situated now, we venture to prophesy that many situations will arise during 1936 when you will want *The Chemist and Druggist* and THE CHEMIST AND DRUGGIST DIARY AND YEAR-BOOK. *If you are not already a subscriber* send your order to-day. Twenty shillings will secure THE DIARY for 1936 and the *C. & D.* every week for a year. Remittance later.

LADY Dispenser-Bookkeeper (30), Hall and First-Aid Certificates; experience with Chemists, Doctors and Institution, requires post immediately. Miss Thompson, 197 Station Road, Harrow. Telephone: Harrow 2104.

LADY Dispenser (31) (Hall) desires part-time post; Hospital experience; London or North London preferred. 72/1, Office of this Paper.

LADY, M.P.S., requires permanency or locum work, short hours; good general experience; would manage business. Pharmacist, 5 Randolph Gardens, N.W.6.

LADY requires evening employment; Enlarging, Developing, Printing; assist in shop. Write Turney, 85 Dorchester Avenue, N.13.

LADY (19) Dispenser, Hall (1935), requires post with Doctor, Chemist or Institution. E. Parsons, 29 Beechwood Avenue, Coventry.

LOCUM or Relief; experienced, competent, reliable; excellent references; reasonable terms; town or country. Chemicus, 56 Rudloe Road, Balham, S.W.12.

LOCUM, Qualified, experienced High-class and Family business; free for Sunday duties from December 1; London only. 80/8, Office of this Paper.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensue. Strict attention to this detail will be appreciated.

LOCUM; Young Lady (Hall); disengaged December 30; North London preferred; suit Chemist or Doctor. Whalebone, 11 Woodside Park Road, North Finchley, N.12.

M.P.S.—AS Manager, Locum, Cover; all-round experience; references. J. L. Davies, 164 Clapham Road, S.W.9. 'Phone: Reliance 2741.

M.P.S. (IRELAND) (25), tall, energetic, experienced, at present in London, seeks post as Assistant; disengaged December 9. P.C.B. 184/12, Office of this Paper.

M.P.S., YOUNG, capable all branches, desires permanency; knowledge of Optics; disengaged; London or Midlands preferred. 78/14, Office of this Paper.

M.P.S. (38), at present Managing, desires post; experienced all branches of Retail Pharmacy; well recommended; excellent Counter and Dispensing experience. Simpson, 61 South Road, Newhaven, Sussex.

M.P.S. (28), single, disengaged, seeks permanency; £4 5s.; previous managerial experience; good references. 78/6, Office of this Paper.

PHARMACIST, young, experienced; London and country; free immediately; excellent references; London or South-Eastern Counties preferred. 78/12, Office of this Paper.

QUALIFIED (middle-aged), all-round experience, seeks position in New Year. 79/2, Office of this Paper.

QUALIFIED Scot, young, tall, smart appearance; all-round experience; energetic; excellent references; Opening Assistant. Mackenzie, Park Lane, Stranraer.

QUALIFIED wants position as Manager or Superintendent in London district; elderly but active; abstainer; short hours; salary £2 10s. 80/5, Office of this Paper.

QUALIFIED (23½) desires change; all-round knowledge of Dispensing, Photography, Counter-work, Window-dressing; Agricultural and Veterinary experience; organiser; capable of Managing; state salary; month's notice required. 78/3, Office of this Paper.

QUALIFIED (23), keen, seeks progressive post; good experience in all branches; good references. "Chemist," 4 Argyle Road, Barrowford, Lancs.

QUALIFIED (48), reliable, trustworthy; well recommended; £3; short hours or as arranged; disengaged. Harris, 71 Shaftesbury Road, W.6.

QUALIFIED (23; 6 ft. 1 in.); smart appearance; good-class Dispensing and Counter experience; excellent reference. R. J. Hembry, "Westcroft," Brent Knoll, Somerset.

QUALIFIED (22), Square-trained, desires position, permanent or locum; London and provincial experience. Sanger, 15 Bushby Avenue, Broxbourne.

REFERRED Forensic, experienced, requires a part-time Assistantship; West End of London preferred; good references. H. C. Minton, 93 Platt's Lane, N.W.3.

SCOT (32), Qualified 1925, 18 years' experience, 9 as Manager, desires permanency or locum; excellent references; free now. Ferguson, 29 Philip Street, Falkirk, Stirlingshire.

SURGICAL APPLIANCES.—Salesman-Fitter; thoroughly experienced (all branches) Trusses, Belts, Limbs, Hearing Aids, Spinals, etc.; excellent references; moderate wage. Write Charles, 61 Lilford Road, S.E.5.

UNQUALIFIED (bachelor); 25 years' experience; sole control, any capacity, anywhere; good Counter, address and Prescriber; short hours; light duties; remuneration £2 2s. weekly. Heely, 259 Underhill Road, S.E.22.

UNQUALIFIED (39); disengaged; experienced all branches good-class trade; can take charge. Hays, 23 Agamemnon Road, W. Hampstead, N.W.6.

UNQUALIFIED (36); reliable Assistant, Dispensing, Counter; 9 years one post; disengaged; moderate salary. "S.," 20 Longland Road, Wallasey, Cheshire.

UNQUALIFIED (22), tall, requires part-time post; thoroughly competent Dispenser; efficient Counterman; available January; Chemist or Doctor; London. 80/13, Office of this Paper.

YOUNG Lady Dispenser (Hall) requires post with Doctor, Chemist, Institution; assisted in Doctor's Dispensary; knowledge of typing; Locum or permanent, Hants or Berks preferred. Terry, Winklebury, Basingstoke, Hants.

19 TIMES on firm's prize list in 4½ years, nine first prizes; M.P.S. (29); London; disengaged; Scholl's Practipedist. 80/2, Office of this Paper.

WHOLESALE.

A CAPABLE, responsible, well-known Gentleman (50) desires re-engagement to Represent firm of indisputable integrity and principles; Professional and/or Trade Propaganda; Sales; Hants and West; own car; proper credentials. "Stability," c/o General Gordon Hotel, Weymouth.

A THOROUGHLY competent and well-known Representative, 16 years' established connection whole of London Stores, Chemists and Hairdressers, Wholesale and Retail, desires appointment with house of repute; specialist in Propaganda; undeniable credentials; own car. Particulars to "Energy," 270/777, Office of this Paper.

ACCOMPLISHED, experienced Representative; resident Edinburgh; speciality: interviewing Physicians; very capable Trade Salesman; disengaged. "Cascara," 8 Kaimes Road, Edinburgh, 12.

AN Energetic young trained Salesman requires position of trust with Manufacturing or Wholesale firm; knowledge of all branches of trade, including Toilet, Photographic, Sundries, etc.; London preferred, but not essential. 79/16, Office of this Paper.

EXPERIENCED Traveller (age 45), M.P.S., 30 years' Wholesale and Retail experience, desires position on the Outdoor Staff of a Manufacturing Chemist or allied trade; any area; own car; at present covering Durham, Northumberland, Westmorland and Cumberland; interview by arrangement. Apply 79/17, Office of this Paper.

QUALIFIED Pharmacist (29), experienced in Medical Propaganda, seeks engagement with first-class Manufacturing House offering permanency and scope for progress; good appearance; personality; knowledge Therapeutics; interviewing ability; resident London. 79/36, Office of this Paper.

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(Articles to the value of £5-£50.)

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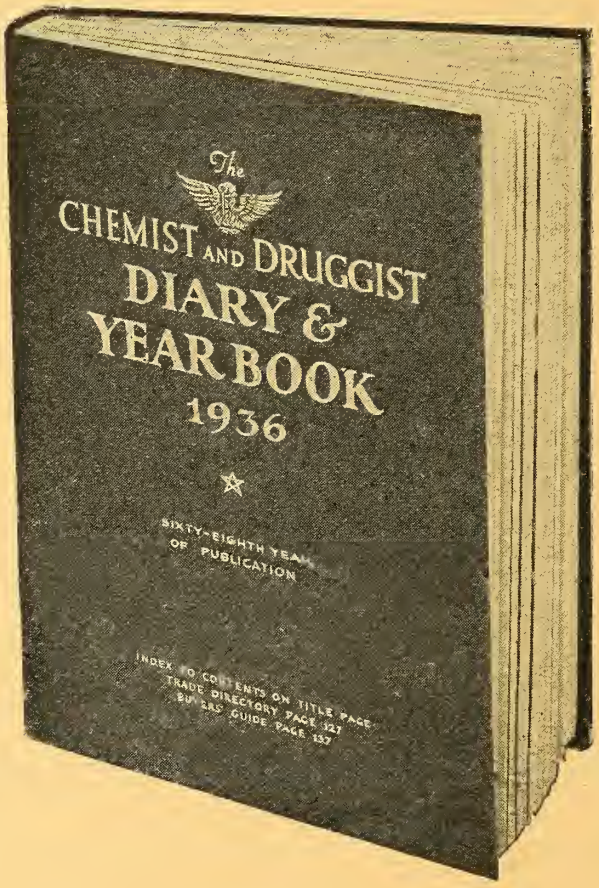

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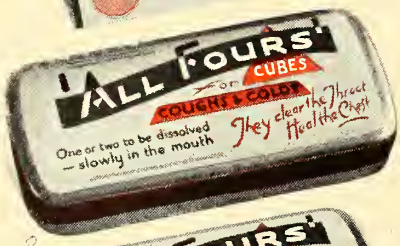

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